Connecticut INDUSTRY

SEPTEMBER 1951

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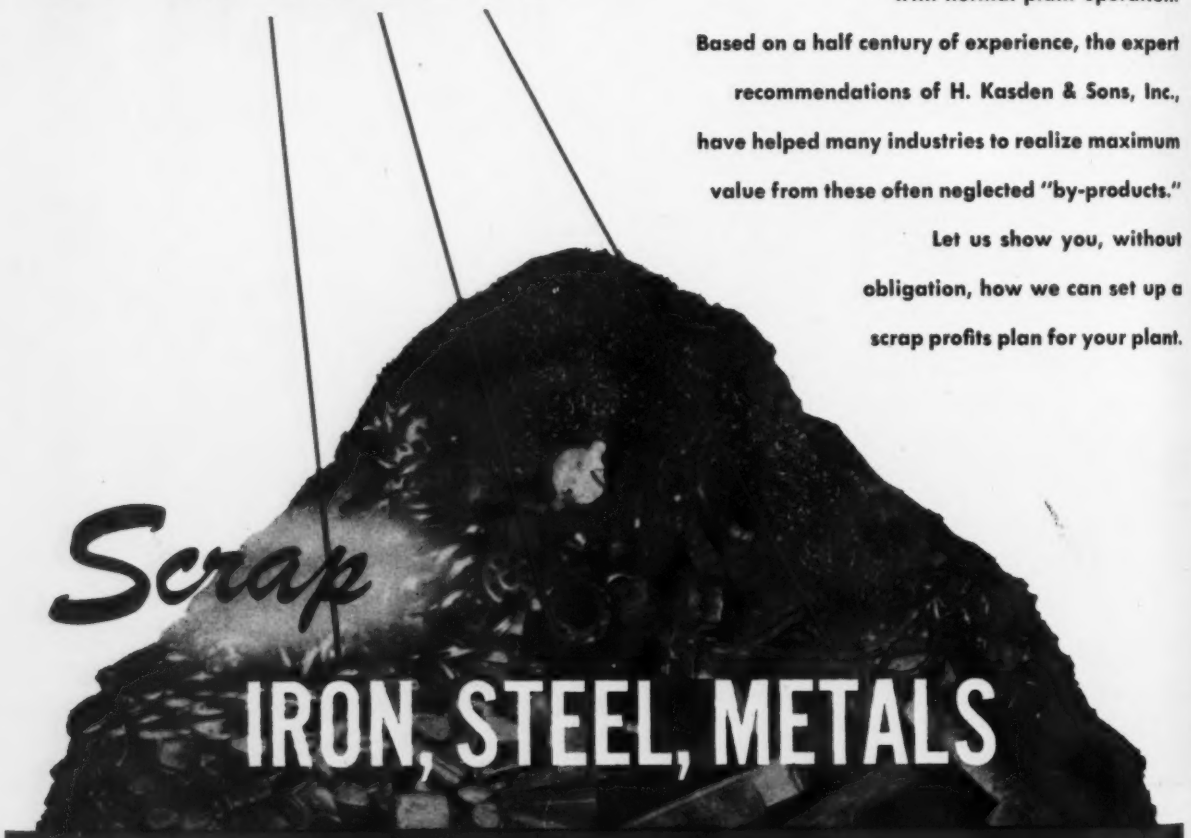

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Connecticut INDUSTRY

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.

VOL. 29 - NO. 9 - SEPTEMBER 1951

L. M. Bingham, *Editor*

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Published monthly by the Manufacturers' Association of Connecticut, Inc., with executive offices at 436 Capitol Avenue, Hartford, Connecticut. Entered as second-class matter January 29, 1929, at the post office at Hartford, Connecticut, under the Act of March 3, 1879. As the official magazine of the Manufacturers' Association of Connecticut, Inc., it carries authoritative articles and notices concerning the Association activities. In all other respects the Association is not responsible for the contents and for the opinion of its writers. Subscription rates: one year $2.50; 25¢ a copy. Subscribers should notify publisher promptly of changes in address. Advertising rates on application.

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Uarco's modern Connecticut plant at Deep River. One of five . . . serving American business.

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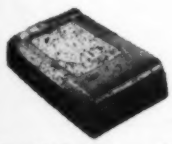
Yes, Uarco located its New England plant in Connecticut to serve growing industry in that area with a full line of business forms—strip forms, control punched forms—carbonset and non-interleaved—forms for accounting, shipping, billing, delivering—forms for every business purpose. These forms save time, and money and effort for all of New England industry.

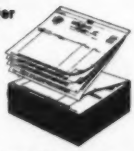
These forms can save time, money and effort for *you*—and other progressive Connecticut firms.

And the growing demands of Connecticut industries have led to a new addition to the big Deep River plant. New equipment has been installed. New procedures, new and vigorous thinking for these changing times. Yes, Uarco *is* growing . . . *is* keeping pace with the new spirit of progress in Connecticut!

Uarco's new facilities plus nearly sixty years of experience are yours to use. Do so. Just call a Uarco Representative, or write the factory, direct!



Portable Register



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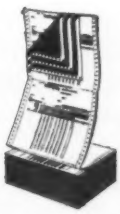

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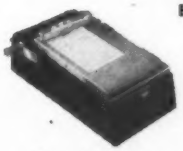

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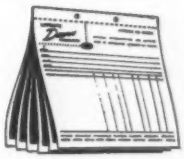

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Factories also located in
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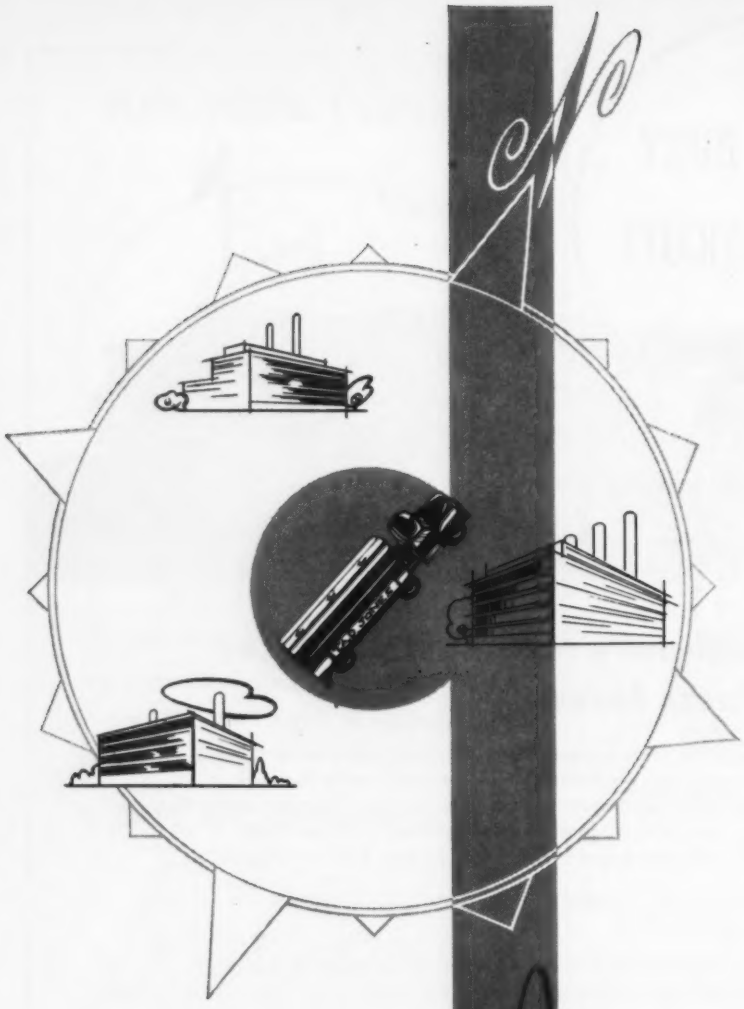
UARCO makes a business form for every business purpose



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to serve your industry

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Bunker "C" fuel oil, bituminous and anthracite coal — from one of the largest bulk storage plants in New England — are as handy to you as your telephone.

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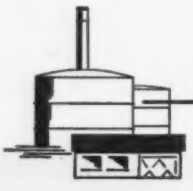
Serving Connecticut and Western Massachusetts since 1925



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Be More Intolerant

By ROBERT H. KNOWLTON*, *President*, The Connecticut Light and Power Company

FOR a number of years the American people have been surfeited with appeals of every type to become more tolerant of each other, with special emphasis on tolerance of the so-called minority and racial groups. Also, they have been urged to be understanding and tolerant of the people and governments of other nations as a means of hastening world peace. With this type of tolerance we have no argument. But there is another side of the story of human relations which must soon stir us into action if we wish to preserve our self respect, our government, and even civilization itself.

Much as I believe in the virtue of being tolerant with respect to men's rights and idiosyncrasies, their right to air their views, govern themselves as they will, and earn their living in any lawful occupation or profession, so long as their actions do not bring injury to others, the practice of intolerance is likewise a virtue if aimed in the right direction. In fact, intolerance is the foundation upon which our civilization was built and the mortar which holds it together. For without a healthy intolerance of ignorance about physical and moral laws, there could have been no advances in man's material, moral and spiritual welfare and no way of escape from tyranny. In short, without intolerance of old world conditions our American way of life would not have been possible.

We need to be tolerant to the extent of giving all men equal opportunity to make the most of their talents within the boundaries of moral law, but at the same time we must be equally intolerant of their offenses against that law if we would advance our civilization, or even avoid its destruction. In over accenting the virtue of tolerance in its finest sense, it seems to me that we have drifted into a state of broad-mindedness where we overlook wide deviations from the rules of honor and fair play so long as the culprit isn't caught in the meshes of man-made law. Recent events certainly tend to prove that we have reached this state of mind.

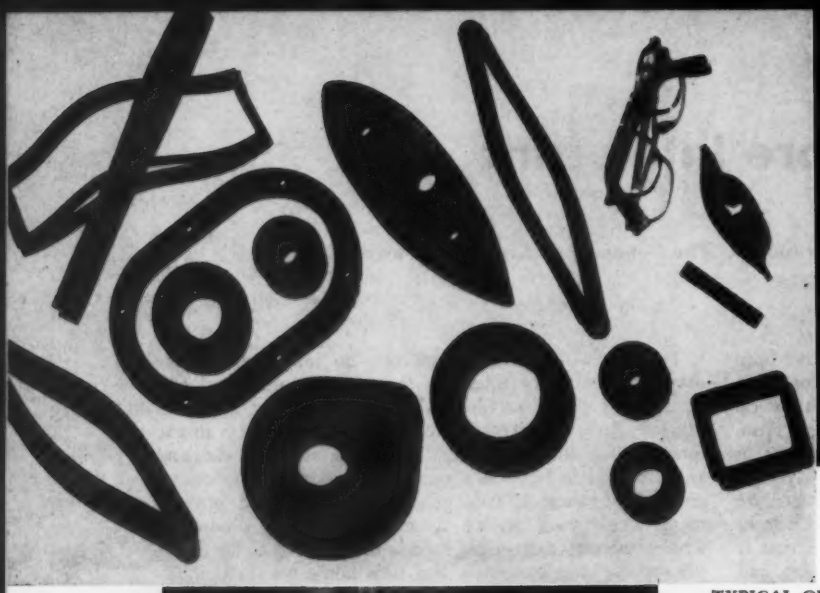
Investigating committees and grand juries have discovered that in certain notable instances government at all levels—local, state and federal, is suffering from attacks of influence peddling and conniving with racketeers and big time gamblers at an estimated fabulous annual cost to the American people. Worse still, in these days of rapid world-girdling communications, such acts cause this country to lose face when we need so desperately an impeccable reputation among all nations as the champion of high moral standards. The idea that "anything goes" so long as you can "get away with it" seems to be the prevailing attitude.

The time is here when we can no longer afford the softening luxury of tolerance for our own unethical acts or those of public servants who represent us at any level of government. A vigorous intolerance of such acts in the form of adequate punishment will not prevent all cheating and foul play in our educational institutions, nor dishonesty and other forms of corruption in business and government, but it will reduce these practices and produce a wholesome effect upon the morale of our people. By cleaning out the dark corners of our own house we shall simultaneously produce that more effective ammunition almost everybody agrees we need to win the psychological war now being fought.

If we would translate our intolerance of immoral conduct in all areas of our lives into vigorous action to end it, we must change our political climate. We must change it to the point where people regain their faith in the power of individuals to look after themselves by their own efforts, aided by voluntary cooperation with others, rather than by compulsion by government. To change that climate we must discover a decisive issue which will divide the voters along the line of a political principle, rather than allow ourselves to drift hopelessly divided into meaningless name-calling "conservative" and "liberal" groups. The absurdity of such a dividing line which we have been following for many years is seen by the fact that the liberal wants all the enjoyments the conservative desires to retain. Their ultimate aims are the same, but they have always differed on the fundamental question of whether the progress they both seek is more surely made and retained by human beings through voluntary cooperation or by compulsion. This question then must be incorporated as "Individualism and Self-government versus Compulsion by the State" and made the Great Issue. We should then have the opportunity to determine whether we are to follow other nations down the socialistic path to degradation which we have been traveling in recent years, or rise up to reject the hoary-headed doctrines that are advocated by some and follow a wholehearted believer in Individualism who would once again respect the dignity of man by upholding the Constitution of the United States which champions it.

Let's be more intolerant. Let's make it count by exerting our influence as leaders of industry to uproot and punish dishonesty and moral corruption at home, in our business institutions, and in politics on local, state and national levels. Let's work toward compelling a decision on the Great Issue by inspiring our friends and acquaintances, and above all, our party planners to force it into the political arena. However big the task may be to arouse enthusiasm where lethargy now prevails, it must and can be done by determined men once they become thoroughly intolerant of today's conditions and completely alive to the penalties of inaction.

* THIS is the 26th in a series of guest editorials by officers, directors and executives of Association member companies. Besides being president of The Connecticut Light and Power Company, the state's largest public utility, Mr. Knowlton is a director of Edison Electric Institute, Hartford Special Machinery Co., The New England Council and Trustee of Kingswood Academy, West Hartford.



TEXFOAM MOLDED CUSHION UNITS and mattresses have a wide usage in the upholstered furniture and bedding industries.

TYPICAL OF THE DIE-CUT shapes produced to customer's order. The spectacles indicate the scale of these special gaskets, seals, vibration dampers and cushioning agents.

SPONGES RUG CUSHION is the company's biggest consumer product.

THE TEXFOAM PILLOW is another contribution to personal comfort.

THE PROCESS employed in producing this type of sponge rubber is much like that of cake baking. Ingredients are mixed, a leavening agent is introduced to cause expansion under heat and the heat vulcanizes the item into its final form.

AT NAUGATUCK, in the fall of 1922, four men were scheming; dreaming of the possibilities of going into business for themselves. Their names: F. M. Daley, W. R. Todd, L. D. Smith and K. C. Bevan. Many meetings were held where the possibilities of different items were discussed, among them sponge balls, molded sponge, druggist sundries and soles and heels. The choice finally went to sponge balls and it turned out to be a lucky one.

Why sponge balls? Well, the item was new and the market's demand of the previous season far exceeded the supply; one of the quartet knew all about making them and, lastly, the money required for necessary equipment was much less than that required for the other articles considered.

The Sponge Rubber Products Company was formally incorporated January 17, 1923 and established in a loft of the Seamless Rubber Company's old plant on Daggett Street in New Haven. In 1926 the company moved to Derby and, in 1930, acquired its first plant in Shelton. At present four plants are operating in Derby and Shelton with another being erected in Waterville, Quebec as the newly formed Canadian Sponge Rubber Products, Ltd. The four men who worked to produce sponge rubber balls, with one of them donning his business suit to sell them, had no idea they were making a snowball. But that's what it turned out to be. . . One that's still rolling bigger with increased demand.

SPONGEX...

A Sponge Rubber Ball Becomes a Snow Ball- and it's still rolling.

F. M. DALEY

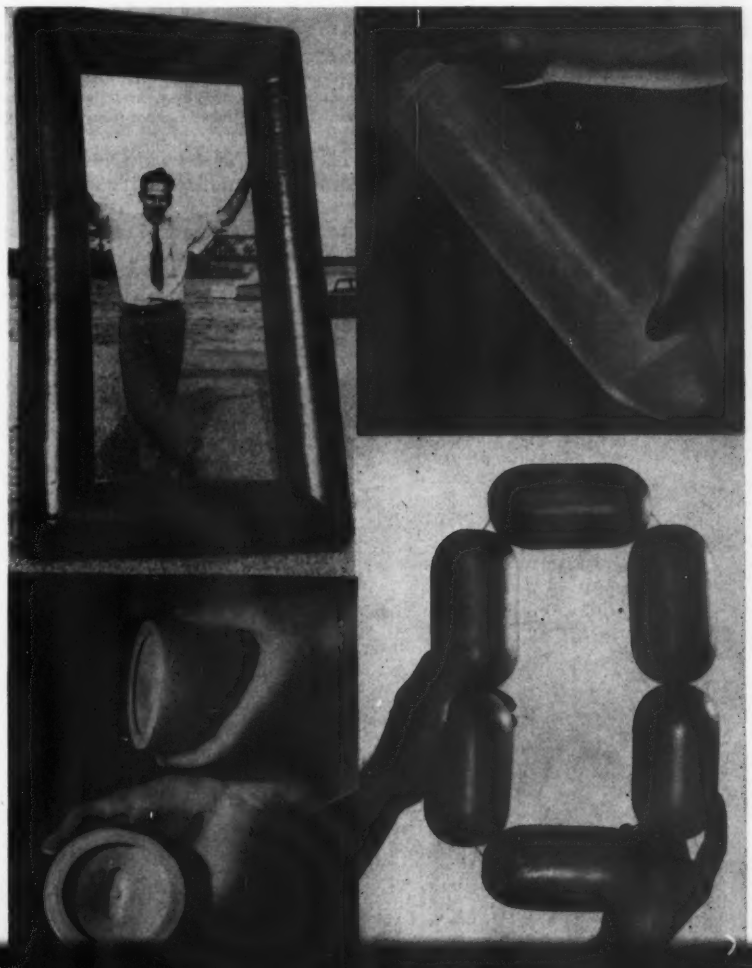
Early Bootstrap Lifting

The early days of The Sponge Rubber Products Company were not easy ones. Two of the original four founders have come the full route. F. M. Daley, President, and William R. Todd, Secretary-Treasurer, know well how much physical labor is exacted by rubber manufacture . . . how much confidence and hope is needed in scratching for funds . . . how much enthusiasm and luck goes into selling the result of all your efforts. Both men may be regarded as having come to top management from the status of mill hands; promoting themselves, as it were, each time they were able to replace themselves with new employees. This process of lifting one's self by the bootstraps has led to the current employment of about 2400 respected and energetic people of the lower Naugatuck Valley.

Community and Employee Relationships

The company was fortunate in its choice of a community. The people of Derby and Shelton, along with Ansonia and surrounding towns, have proved most helpful in the building of the company. They are justly proud of the loyal and conscientious people who work with the company in the manufacture of quality products in a highly competitive field. The employees, along with the company, recognize and accept their community obligations, realizing that a company is no stronger than the community in which it lives. "Sponge," as it is familiarly known in the "Valley" makes every effort to contribute its full share, and more, to the community. Its Employees Community Service Fund was the first payroll deduction plan for community giving organized in the lower Naugatuck Valley. It is run by employees with management members in the minority and supports all organized charitable associations serving the community. Top management has led the way with its own participation in community projects and, right on through the firm, employees from all levels are actively donating time and special talents to such worthwhile activities as Community Chest, Community Center, American Red Cross, Boy

THE FIRM'S remarkable new cellular plastic in various roles. Upper left, an unrigged 25-man lift float, upper right, a boat fender; lower left, x-ray head clamp cushions; lower right, fish net floats.



This water cooler
has a Longer, Better Life . . . works less each day

with **SPONGEX®**
CELLULAR RUBBER

Corrosion . . . deterioration . . . mechanical failure . . . repairs and parts replacement—an inevitable sequence wherever moisture condensation collects. It's a problem particularly troublesome in refrigerating equipment—but not in this Westinghouse water cooler!

Westinghouse has given its cooler a wardrobe of Spongex cellular rubber. Exposed cold surfaces—tubing, valves, even the waste water drain—are covered by custom molded Spongex parts. These Spongex parts not only prevent condensation but their insulating qualities increase refrigerating efficiency. For this cooler, Spongex means a longer, better, more efficient life.

The Westinghouse Wardrobe of **SPONGEX**

Tube insulator—
covers cold water tubing that supplies the drinking bubbler.

Regulator valve cap—
covers the cold surfaces of valve. Elasticity and flexibility of cap makes it easily removed for valve adjustment.

Water valve cap—
covers shut off valve controlling water flow to bubbler.

Basin drain insulator—
covers exposed end of the waste water drain.

Basin drain seal—
forms a water tight seal between bottom of the water cooler basin and top of the drain. The compressibility of Spongex compensates for variations in the clearance between basin and drain.

Door gasket—
forms an air tight seal for the door opening into the cold storage compartment. The gasket also seals off the insulating air space between the inner and outer panels of the door.

Perhaps Spongex can help better your product, too. We would be happy to hear from you.

The World's Largest Specialists in Cellular Rubber
THE SPONGE RUBBER PRODUCTS COMPANY
Derby Plant, Shelton, Connecticut

SoundScriber screens noise and prevents damage to delicate parts with **SPONGEX®**
CELLULAR RUBBER

TURNTABLE CUSHION — prevents transmission of motor vibrations to recording disc. Cushion permits clear, noise-free recording. *A custom-molded Spongex part.*

AMPLIFIER INSULATOR — provides wall of insulation between plug-in amplifier and main electrical chassis. *Part is die-cut Spongex sheet stock.*

HAND MICROPHONE SPACERS — microphone element "floats" between rubber-spacer cushions. These spacers protect the element from damage, and insulate it against transmitting the sound that would otherwise result from dropping or banging the microphone. *Spacers are die-cut Spongex sheet stock.*

MOTOR SHOCK ABSORBERS — absorb shock in motor suspension and dissipate motor vibration. *Custom-molded Spongex.*

AMPLIFIER GASKET — protects the amplifier from damage should machine be banged about, as often happens on business trips. *Custom-molded Spongex.*

This new booklet on the properties of, test data on, and specifications for cellular rubber has just been released. It's concise, and a valuable reference source. Write for a free copy today.

The World's Largest Specialists in Cellular Rubber
THE SPONGE RUBBER PRODUCTS COMPANY
DERBY PLACE SHELTON, CONN.

ADVERTISING of The Sponge Rubber Products Company cites actual case histories to emphasize the universality of industrial uses to which Spongex can be applied. Typical advertisements explain how and why Westinghouse uses five custom-molded Spongex parts in a water cooler, or the reasons for the use by SoundScriber Corporation of Spongex parts and die cut shapes in their SoundScriber Tycoon.

WILLIAM R. TODD

Scouts, Girl Scouts, Little League and the local hospital to name but a few, in addition to many governmental responsibilities.

Back in the 1930's various employee benefits were initiated on a small, informal basis. Today the company is proud of its well-rounded security plan which gives to all employees Life Insurance, Health and Accident Benefits, a substantially funded Pension Plan, Blue Cross Hospitalization and the C. M. S. surgical benefits and medical payment plan for employees and their families. All these are paid for by the company. In addition to the regular one and two-week vacation allowances, the company has paid a Christmas bonus for the past twelve years.

Through various training programs "Sponge" has been able to upgrade employees so that nearly 100 per cent of those in supervision today have come up through the ranks. Only when unavailable special skills or talent is needed has the company found it necessary to recruit from outside the organization.

Products and their Uses

Today the car you drive has Sponge Rubber Products somewhere in its construction, mostly as weatherstripping around doors and trunk lids, but also in arm rests, seating and in many gasketing and sealing applications. Today there is the company's Texfoam foamed latex, supplied to the furniture, bedding and automotive industries as molded cushion units, mattresses, pillows, cored and slab stock and automotive seat "toppers." And today Sponge Rubber's Texlite rubberized curled hair and/or wool, is being supplied to the furniture, bedding and automotive industries for similar applications. It is also being used as package cushioning for the protection of valuable or sensitive equipment and for equipment upon whose functioning lives depend. Rounding out the firm's list of major production items is Spongex Rug Cushion, its biggest consumer product for which the company is best known in American homes.

The use made of Sponge Rubber Products by the automotive industry typifies the acceptance of the company's

(Continued on page 30)

The Goodman Brothers Story

Old Mill fine food gift packages are popular among gift givers. Shown above, from left to right, are the Flower Garden Box, containing one dozen pound jars of assorted preserves, jellies, marmalade, pickles and relishes; the Fancy Garden Basket, a delux assortment of table jars packed in a woven gift basket; below the Sampler Set, a similar assortment in two and one-half ounce jars; the Honey Jug—ten ounces of honey in a handsome pottery jug, and the Service Package, especially designed for the serviceman, which may also be sent to college and preparatory school students, contains approximately two pounds of assorted sweets.

LIKE SO many growing companies in Connecticut, Goodman Brothers, Incorporated, of Meriden, started creeping as a jobber before walking into the field of manufacturing. And what was learned while distributing both domestic and foreign food specialties as jobbers for three years and as retailers for 15 years previous to starting their present company in Hartford in 1937, has been put to good use by the brothers, Nat and Harry Goodman, since they gave up their jobbing business and moved to Meriden in 1940 to start the manufacture of a variety of preserves, jellies, pickles and relishes in a plant containing 26,000 square feet of manufacturing space on one floor.

Because of an apparent large market for individual servings which might be consumed at one sitting, Nat Goodman, president, production manager and purchasing agent, and Harry Goodman, vice president in charge of sales, began packaging their first production in two and one-half ounce jars. They had guessed right for the market was found to be substantial among the larger food and department stores at which their early promotion was aimed. Some purchasers ordered as many as 10 to 15,000 dozen of these sizes during their initial promotion effort.

Larger sizes of jars were later packaged, and in addition, large tin containers for institutions, hotel and restaurant trade. Still later, in the early 1940's Goodman Brothers pioneered by packaging their wide variety of food products into a range of nearly 70 different types of food gift packages. Again the response to the company's promotion of these gift items was good among the better type of department stores featuring fancy domestic and imported foods, and among the quality retail food stores. In addition to selling to department and food stores under the "Old Mill" brand label, the company now sells large quantities of its products to a limited number of jobbers and wholesalers under private labels. To facilitate purchases by large department and food

(Continued on page 36)

AT PITNEY-BOWES teachers learn that industry is not all shop operations. This group is being shown modern record keeping methods and equipment.

Industry-Education Day In Stamford and Greenwich

By DEAN BROSSMAN, *Executive Director,*
The Stamford-Greenwich Manufacturers' Council.

FOR MORE than a year the Stamford-Greenwich Manufacturers' Council had been planning a Business-Industry-Education Day, but it was not until September 1950 that a decision was made to start work on such an event. In making preliminary plans, however, it was realized that in spite of the fact that many articles had appeared in such publications as CONNECTICUT INDUSTRY, and much material had been distributed on the subject, we were relatively uninformed about how to proceed with such an event. The possibility of inclement weather during the fall and winter, and Thanksgiving and Christmas holidays made it seem advisable to postpone our affair until early in the spring when we could have reasonable assurance of fair weather.

After hearing Bernard Kranowitz, executive vice president of the New Britain Chamber of Commerce tell our Board of the pitfalls and problems of conducting such a program which he had learned through his own organization's experience in New Britain and had observed in other Connecticut cities, we came to the conclusion that since this was our first attempt at holding a program involving several plants and a large group of teachers, we would limit the number of participating companies and confine our invitations to teachers at the high school and junior high school levels. Although similar functions in other communities had been rather pretentious, we decided to keep our affair as simple as possible and still realize maximum industry-education relationships. It was decided not to print general booklets or brochures or posters, or in any way run up publicity costs. Individual companies, however, prepared kits, provided mementoes, and printed material regarding their own operations.

Detailed planning for the program was begun at our February board meeting, and the Chairman of the Manufacturers' Council, Benjamin Bogin, appointed Myron A. Wick, Jr., President of Plastic Manufacturers, Inc. and R. Ross Kitchen, Division Manager of the Charles H. Phillips Company, as Co-Chairmen of Industry-Education Day. Dean Brossman, Executive Director of the Manufacturers' Council, was appointed Secretary of the Committee, and the Co-Chairmen were asked to select their own Committee members. Nine companies were invited to participate in the program, and each company was asked to assign a representative on the Committee. Persons assigned as Committee members called on others in their companies for assistance. The following sub-committees were appointed: Transportation, Publicity, and Program and Arrangements. Thursday, May 10 was selected as the date for our first Industry-Education Day. Participating companies included American Cyanamid Co., Conde-Nast Publications, Inc., Yale & Towne Manufacturing Co., Pitney-Bowes, Inc., Schick, Inc., Petroleum Heat and Power Company, Norma-Hoffmann Bearings Corporation, Plastic Manufacturers, Inc., and Atlantic Plastics, Inc. The last two being small companies, and in the same industry, were hosts to the same group of teachers.

HAROLD NAGLE, works manager at Yale & Towne Manufacturing Company, explains to the teachers distribution of that company's many products.

Planned Steps in the Program

At the first meeting of the Committee it was decided that the general program should include a trip through the plant in the morning, luncheon in the

company cafeteria or in a local restaurant, with the afternoon devoted to sessions with representatives of company management and employees. This basic program was approved by the board of directors who emphasized that all companies participating should include as much employee participation in the day's program as possible.

Starting almost ten weeks in advance of the day scheduled for the affair, the Committee met almost weekly to complete plans for Industry-Education Day. The following steps were taken: (1) A letter signed by the Chairman of the board of directors of the Manufacturers' Council was sent to all members of the Council, outlining our plans and calling on all members for their support of this venture. (2) A letter from the Chairman to all teachers in the Stamford and Greenwich high schools and junior high schools inviting them to be guests of the Manufacturers' Council on I-E Day. (3) The basic schedule for the day with suggested subjects for afternoon discussions was mailed to all participating companies. (4) A suggested letter was distributed to all companies to be sent by the top executive to all teachers assigned to his plant. (5) A brief story about each guide to be prepared and given to that guide's group. (6) A list of suggestions on arrangements was given to each company.

It became apparent that there would be two major problems. First, the transportation of teachers from Greenwich High School and the four junior high schools in Stamford to the Stamford High School auditorium, the meeting point for all teachers, and then from the Stamford High School to the nine plants involved. The second would be the assignment of the teachers to the nine participating plants. Because of parking difficulties at the Stamford High School it was decided to hire busses to pick up the teachers at their respective home schools, take them to the Stamford High School and the plants, and then pick them up at the end of the day and deliver them to their home schools. The school officials asked the responsibility of assigning the 300 teachers to the nine plants; the Arrangements Committee prepared and distributed lists. In order to add a personal touch the Publicity Committee designed plastic badges, four inches in diameter, bearing the inscription, Industry-Education Day—May 10, 1951, with the name of the teacher, his home school, and the name of the company which he was to visit. It would be expected that gathering 300 people together and dispatching them to nine different points would entail considerable confusion, but one of the outstanding impressions from our I-E Day was the smoothness and exact scheduling carried on throughout the entire day. Many compliments were heard from the teachers on the careful planning and scheduling, and it is felt that the appreciation and enjoyment of the day was in no small measure due to the work done by sub-committee members on planning and arrangements.

Industry-Education Day in Stamford and Greenwich.

Superintendent of Stamford Schools, Reginald A. Neuwien, expressed his feelings with the statement that "We have not yet had any opportunity to evaluate the specific outcomes of the teachers' visits, but if the outcomes are in some ratio to the enthusiasm of the teachers whom I met during the day and after the day, we can be sure that the benefits will be manifold."

Perhaps the feeling of the teachers can best be expressed by the comments written by Roy W. Hill, Principal of

TEACHERS VIEW an intricate operation at the Petroleum Heat and Power Company.

The best indication as to whether a guest has enjoyed himself or not is found in his parting remarks. The departing guest who enthusiastically comments on the good time he has had, and who follows such comments with an invitation to "come and visit us," can surely be regarded as a guest who has enjoyed himself. This is what happened at the end of our Industry-Education Day. Throughout the day there were running comments from teachers at all of the plants regarding the spirit of cooperation that existed between management and employees, regarding the pleasant surroundings and working conditions in all of the plants, and regarding the obvious satisfaction with their jobs enjoyed by the majority of employees. Scores of teachers have written complimentary letters to their host companies in appreciation of our first

the Stamford High School who stated: "I wish it were possible for you to hear the many favorable comments from my teachers which I have been hearing yesterday afternoon and this morning about the Industry-Education Day program which your organization sponsored. I feel sure that the words of one of the union representatives is very applicable to the program. 'Nothing but good can come out of a program like this.' I congratulate you and the Manufacturers' Council on promoting the idea and executing it so effectively."

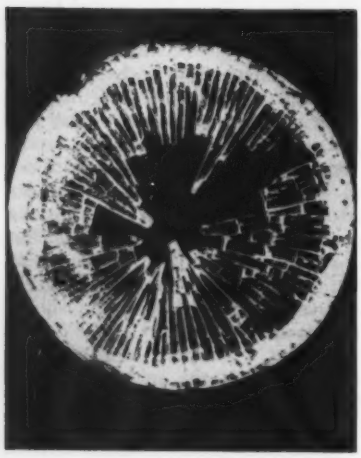
Regarding the remark of the departing guests, "You must come and visit us sometime"—the members of the Manufacturers' Council look forward this fall to a similar program, but in reverse, when industry will be invited to visit the schools during Education-Industry Day.

Prevention of Eye Injuries

By FULLER ROSS

EACH year 300,000 eye accidents happen to industrial workers on the job as a result of the job they are doing, mainly because ordinary protective precautions have not been taken. The estimated cost of these accidents has been conservatively placed at $200,000,000. As a leading industrial Area, Connecticut has its share of such casualties.

FOR REAL SAFETY—square type goggles.



A GLASS LENS given the steel ball impact test.

Certain industrial jobs expose the eye to injury more than others and the work shops of this area subject a large percentage of their operatives to eye injury every day. Almost every phase of industrial production work entails constant exposure of the eye. Losses due to eye-injury, no matter to what degree they may prove disabling, are costly to both worker and employer.

The American annual machine shop accident incidence "picture" looks like this: (In order of frequency of injury)
170,000—to the hands
115,000—to the head (except eyes)
100,000—to the *eyes*
95,000—to the toes

The average frequency rate of disabling eye-injuries has been put at 0.67 man hours. Owing to the nature of industrial shop operation, these figures will prove significant to the employers of the State.

The machine shops of Connecticut as a whole have always been willing to adopt preventive safety measures and methods for employees, including the widespread use of safety goggles. But, in any of these places, management is not keeping accidents to a minimum because the eye protection they are providing is not adequate. Not enough care has been taken, in many cases, in selecting the right safety goggles for the job.

Certainly the eyes of our defense workers will have to be given extraordinary protection if we are to get the production rate called for. This, of course, is the case with ALL safety measures. For too long, however, some employers have supplied their employees with old style goggle designs, being in many cases simply unaware of the vast developments of the postwar era in goggle design and goggle research work.

Employers should realize that great progress has been made in designing safety goggles for almost every need. For instance, only ten years ago the only chipper's goggle available was the old dual-cup design. New goggles designed for this particular job have been improved to such an extent that there are now several types of plastic coverall goggles and a semi-cup tuc-away goggle being used which assure infinitely better protection. The same is true of goggles for many other jobs and fields.

The objective of the employer who wants to reduce eye accidents must be above all to select the type of modern improved goggle best suited to the individual job involved. This is especially important now, when the defense production program is getting underway throughout industry. This writer has found that industrial plants and others requiring the protection of safety goggles are closely re-examining this whole problem of goggle selection.

How shall the employer go about best meeting his needs from among the means of eye protection available today? Above all, he will see that the goggles are so designed for comfort that the worker will be willing to wear them when necessary on the job. That means that they must be light, fit properly and meet recognized standards of optical quality. Next, he will see that the goggles selected have passed all Government tests and also that they are made for long wear. The advances in achieving long wear materials have been especially notable. Then, he will consider the important question of the material to be used. Will the goggles be made of plastic or of glass?

Regarding the plastic or glass question, plastics are becoming more and more widely used for purposes of eye protection. It is time that we paused and take stock of the effectiveness of this material. Do plastic lenses measure up to glass? Are they better than glass? Are all plastics equally suitable?

What are the advanages, if any, of plastic safety goggles? The question may be answered thus:

(a) Plastics are light, and accordingly bring more comfort to the wearer.

(b) Because of their structural qualities they better resist, in many cases, dangers to which the worker is exposed.

An official of an optical company who has played an important part in these new plastic developments said recently:

"Plastic eye protection has finally reached the important position in the safety field it has long deserved. It has consistently proven itself in industry by meeting the most rigid job requirements. In order to satisfy most job requirements, eye protection must be safe, comfortable and good looking (highly styled). The latter two points are considered very important by safety engineers who want to induce more workers actually to wear the goggles which are provided. Eye savers made of plastic satisfy all of these job requirements.

"The viewpoint of the average designer or manufacturer of plastic eye protection is, 'How can we improve existing goggles and give better protection to workers?', 'How can we best adapt and improve plastic material to its important job in the safety field, always bearing in mind that what is new today may be standard tomorrow?'

"The challenge is to see how the plastics industry can best interpret the demands of industrial workers as a whole, and also meet existing standards for impact and optical tests. In short, we want to provide industry with the finest eye protection available."

Today the plastic type goggle is supplied in various styles and types—each designed to give maximum protection at a specific job—as, for instance, the coverall, face shield and tuc-away designs.

The trend toward plastic safety goggles has been steady in recent years, especially with respect to its ability to correct certain difficulties in getting worker safety cooperation. Since all-out production is currently impending in the machine trades, an evaluation of plastic eye protection should serve a good purpose now.

In the view of the National Safety Council, as stated in recent reports: The all plastic safety goggle has been viewed with increasing favor during recent years in the machine shop field. The lens area is generally larger than in the usual industrial goggle. Various types of side and top shields ward off particles coming from any direction, but at the same time the shields are made of transparent plastic which permits unobstructed light transmission.

These plastic goggles have the further advantages of being light in weight and of being adaptable in the larger sizes to use as cover goggles. When so worn, this outer plastic goggle protects ordinary corrective spectacles as well as the eyes from flying particles.

Plastic side shields for various types of industrial goggles are recommended for many occupations where small flying particles are involved as in the machine shop. In many cases they have successfully met the objections of employees to side shields of other material which obstruct the vision, are heavy or are uncomfortable to wear. These shields may also be tinted to reduce possible side glare.

One of the most successful uses of plastics for eye protection has been in the manufacture of face shields. In many cases, protection is needed for the whole face, unusual atmospheric conditions cause goggles to become fogged, or a face shield is more acceptable to an employee. Face shields are made in a variety of lengths for different degrees of facial protection. However, when the adoption of curved face shields is contemplated, they should be critically examined for possible distortion.

As both research and practical applications have shown, each kind of plastic has its own area of use and its own limitations. As a group plastics can hold their own with glass against impact hazards at ordinary temperatures, are less successful at low temperatures, and in two cases are better at high temperatures. They have a definite superiority as far as molten metal splash, high-velocity impact and some chemicals are concerned. They are inferior in respect to abrasion, or sharp impact, and should be avoided whenever there is a possibility of injurious light radiation.

The plastics which have properties most suitable for eye protection purposes are vinyl resin, allyl casting resin, cellulose acetate, and methyl methacrylate. The vinyl resins are among the more recent compounds to attain commercial importance in this country. They are derived mainly from acetylene which is reacted with acetic acid or hydrogen chloride, and they appear in a wide range of rigid and elastic forms.

Numerous types and applications of plastic "eye savers" have been devised and produced with a view to (a) safety and (b) comfort of the machine shop operative. It is recognized that unless goggles, regardless of type, provide the maximum of comfort and personal eye-well-being, it is hard for the machine shop foreman or safety supervisor to make sure that they are in constant use every working hour on every worker.

Finally, the importance of the psychological factors of light weight, transparency and ability to be used for frame as well as lens construction should not be overlooked in assigning to plastics the rightful place they deserve in the eye protection field.

To summarize: In order to attain maximum eye protection for his workers, each safety supervisor or foreman should follow this procedure:

1. Analyze the eye hazards of the job and the needs of the workers.
2. Select the most modern, improved eye saver available for maximum safety at each job.
3. Choose a comfortable, good looking goggle that workers will wear.

The importance of adequate eye protection looms large in the mind of the machine shop employer when he thinks of these questions: How important is it to attain the maximum of eye protection at machines and benches, and what does inadequate protection actually cost?

The cost of eye disablements as reflected in workmen's compensation alone, is about $50,000,000 per year over all industry. To this must be added loss through inefficiency after injury or loss of sight.

It will thus be seen that inadequate eye protection costs plenty, and that the way for the employer to keep the eye accident costs in his shop to a minimum is to realize that safety goggles must be selected to fit the job they must do.

Because there are many different types of eye savers each of which is best adapted to a given job, the accident reduction effort requires close study and wise selection of correct eye protection based upon all known facts.

Achieving Top Results From Incentives

By WALTER E. ANDERSON, *Management Consultant*

PROGRESSIVE firms that have grown and prospered for years attribute much of their financial and competitive strength to sound cost control. And in most instances that cost control was achieved by the efficient performance of manufacturing operations on an incentive wage basis. In fact, incentives have become such an essential part of industrial operations that many managements hold the conviction that their companies could not maintain an equally profitable status without it.

The reason for this belief can be readily understood when we evaluate the production of an individual working on the straight hourly method of wage payment as against that of an individual being compensated on the basis of units of work produced. Rarely does the worker, who is paid solely for the hours worked, attain a productive effectiveness of more than sixty percent of the production obtainable under incentive performance. This evaluation is substantiated by the comparison of worker output on time-work and on incentives in numerous companies which produce a wide range of products involving varied production processes. Such productive difference indicates the margin that exists for cost reduction in the average time-work plant.

Other Important Benefits

The wage incentive method of compensating the worker on the basis of productivity is a two-sided proposition that holds forth worthwhile benefits both for the company and for its workers. While it provides the company with a sound means for reducing and controlling its labor costs, it affords the worker an opportunity to earn substantial increases in wages.

Another advantage derived from this wage method is its influence on management-labor relations. Relations are greatly improved under a good operating plan. The reason for this is largely because there is very little, if any, need for reprimanding the worker for failure to produce a good day's work. The incentive wage method accomplishes the desired production result by offering financial reward for efficient productivity. This method of rewarding for achievement has proven to be the most effective urge to greater individual output.

WALTER E. ANDERSON

Then there is the matter of a company's ability to attract and hold a good class of workers. In any locality, the working population comes to regard a manufacturing company in the light of its desirableness as a place to work. The company that ranks high in this respect will have no great difficulty in securing a choice of manpower when needed for replacement or expansion.

How Are Benefits Obtained?

Now that we have looked at the favorable side of the picture, how do we obtain all the potential benefits and avoid the creation of additional problems?

To answer the question, will require an examination of several aspects of incentive installation and operation, and a review of some of the sound principles and procedures that are presently being applied with much success in industry.

Under the incentive method, the worker performs at a much higher productive tempo. This requires that other functions within the organization must keep in step with the changed activity and thinking which takes place, in order to establish the degree of coordination for effective operation. The more we recognize these facts, and make the necessary adjustments, the greater will be the results achieved. Some companies have adopted this form of wage payment with immediate success; others had difficulties which were later solved. Yet there are companies that have problems of long standing; these should be analyzed and corrected.

Successful Principles Are Reliable Guides

The principles which have been successfully applied by others in the achievement of positive results are reliable guides to follow in our quest for similar results. Therefore, we can have a better understanding of many of the requirements of incentives by examining some principles that are carefully observed in successful incentive operation.

Obviously, to be most effective, the incentive plan must suit the production requirements of the company. Our interest at this time is not in the design of a plan but rather in the major factors that tend toward success or failure in its actual operation.

The plan should be carefully and properly presented to the workers to assure its full acceptance and to avoid

misunderstandings which may arise when the plan is put into operation. Some of the difficulties experienced by management in the administration phase of incentives can be traced to improper introduction to the workers. So often this introduction consists mainly of selling the worker on the plan by stressing the benefits he will derive in increased earnings without sufficient mention being made of the contribution he must make to assure its successful operation.

The presentation should leave nothing untold. The worker must know not only what he may expect from the plan but also what the plan will expect from him. If these facts would lessen the probability of acceptance by the workers, it is better to know this beforehand, because it is much more advantageous to correct any misunderstanding before installation than to be faced with the necessity of doing so later, especially if false suspicions have been aroused.

Sound Incentive Rate Structure Required

An effective incentive wage plan must be supported by a sound incentive rate structure. This requires the establishment of equitable time standards based upon accurate work measurement. The incentive rates should provide the company with the maximum amount of production in return for payroll dollars, and they should afford a reasonable opportunity for the workers to earn extra compensation in the form of bonus. Achievement of these results is dependent upon careful time and motion study along with the accumulation of reliable elemental time data.

The department entrusted with the development and maintenance of the incentive rate structure should be well organized and capably administered. Its personnel should be thoroughly trained in the art of motion and time study and in the most effective methods to be applied toward the solution of the many problems encountered in this work. The effectiveness of the department's accomplishments should be of utmost concern to management. Its importance should be fully recognized. A good example of such recognition is illustrated in the statement of a very successful low cost manufacturer, who commented that his payroll check is virtually written by those in whom he vests the incentive rate responsibility.

In addition to an adequate time study training, a time study man must have or acquire considerable job knowledge of the operations he studies. The fact that time study is an art and not a science, the time study man must draw heavily from his own knowledge and experience in arriving at many of the decisions he must make. Therefore, the more he knows about the practical aspects of manufacturing operations, the more correct and consistent will be the results of his work.

Problems of Inconsistent Rates

When an incentive rate is set at too low a level, it will be met with protest from workers and the union. Of course, every protest does not signify a low rate. There will be complaints registered against many standards that are correctly established, so we can not judge the equitability of a standard on the basis of immediate worker reaction. We must determine this only after further study of the operation.

In the event that a protested incentive rate is found to be correct, the restudy will often be sufficient to convince the worker. But, there will be occasions, however, when this is not enough. In these cases, the demonstrated performance usually will be found to be faulty. This calls for a tactful approach and some additional job instructions for the operator. Here again, the possesion of practical job knowledge is an important asset to the time study man because it strengthens his ability to secure the worker's confidence in the equitability of the incentive rate.

A different kind of problem will occur if some of the incentive rates are set on too liberal a basis. Their effect on direct labor cost would be only a part of the resulting difficulty. The liberal rates would allow some operators to earn wages that are excessively higher than those earned by operators employed on other operations. This would cause dissatisfaction with and agitation against the correct rates. By comparison then, the correct standards would probably appear to be too tight, and consequently there might develop a considerable amount of controversy over incentive rates that were properly established.

Some Causes of Rate Problems

It is important that every possible precaution be taken to prevent the occurrence of such circumstances. We can accomplish this when we remedy some of the conditions that tend toward inaccuracies. There may be times when the fault is a matter of inexperience on the part of the individuals who establish the standards. Obviously, the requirement in this instance would be a more adequate training and guidance of time study personnel. However, there is another way in which we frequently invite inconsistencies in the establishment of incentive rates. This is when we endeavor to establish a standard time for a non-standard condition.

These non-standard conditions can be observed to exist in many a production operation prior to its being covered by a time standard. Especially is this true of operations where skill and dexterity plan an important part in their efficient performance. Such operations as assembling, adjusting, calibrating, etc., come within this classification. In these, the non-standard conditions may be in the layout or arrangement of the operation, in the necessity for selecting and fitting component parts, in the condition of tools and fixtures, or in the lack of skill and dexterity on the part of the operator. Any one of these conditions would have a major effect on the time consumed in performing the operation.

In some plants, these mechanical and physical aspects of a production job are not fully developed and methodized when the operation is set up to be performed on a time work basis. Usually, it is after the decision has been made to place the operation on incentive that the unsatisfactory job conditions are brought to light. At this point the incentive rate might be urgently requested because of existing excessive costs or because of a need for greater production of the product. Such circumstances could leave too little time for all the needed refinements to be made. These last minute arrangements may be entirely inadequaute to prepare the operation for accurate work measurements, with the result that an incentive rate established under the non-standard condition could soon prove to be too liberal.

Overcoming Some Rate Problems

We can overcome this problem, and at the same time effect greater cost economies by giving our attention to the development of proper production methods and operator training on all jobs in production, whether they are to be done on time-work or whether they are to be placed on an incentive basis. This will allow sufficient opportunity to improve methods and to simplify the operations to the point where they require less native skill on the part of the

operator, and therefore, can be done more efficiently and by a broader range of productive workers. When we attack the problem in this manner we also condition the operation for more accurate work measurement and incentive rate establishment.

Another procedure which contributes to the soundness of incentive rates, is the accumulation and use of standard time values for operational elements which are common to a number of operations performed. When these time values have been selected on the basis of their proven correctness, they can be used in the development of incentive rates, to the exclusion of time study in many cases. By adding together a proper combination of elemental time values to equal the total work elements of given operations, we are able to develop synthetic incentive rates that are both consistent and accurate. In many instances, they are more reliable than those derived from individual time studies.

Old Expedients Are Inadequate

In these days of organized labor, we find that the workers tend to react collectively on many issues rather than as individuals in the way they did in former times. This circumstance has changed their response to various operating plans and procedures. The effect of the change is felt in many areas of management responsibility, among which is the responsibility for attaining a high level of individual productivity. Methods that were used with good results a decade ago are no longer adequate for the purpose.

There was a time when a worker could be urged on to greater production by the simple expedient of comparing his output with that of a higher producing worker. We can recall the story which has been related often, of how Charles Schwab successfully used this method at Bethlehem Steel and how he increased the tonnage of the open hearths by posting the tonnage obtained by one working shift as a challenge to the next shift. But what would be the effect of this method today? In many plants, such a challenge would be apt to work in reverse and thus lower the output of the more efficient worker or group.

Another expedient that used to work quite well is still cherished by some members of management. This consists of establishing incentives on a group rather than on an individual basis for the express purpose of obtaining higher individual productivity by virtue of the efficient worker's disciplinary influence over the less efficient workers in the group. This expedient had some merit at one time, but we can no longer rely upon it for positive results, Yes, a certain degree of disciplinary action can be generated within a group, but this is usually directed toward the maintenance of a high production level which has been first attained by adequate methodizing of the operations and by effective training and organizing of the personnel within the group.

Modern Techniques Achieve Results

Although the worker's reactions to the old devices have changed appreciably within recent years, we have at the same time made considerable progress in the development and use of more modern management techniques. These techniques or principles achieve their purposes by dealing directly with the problems of production and by correcting the conditions which are determined to be causes of low individual productivity. By getting to the root of the problem in this way we are assured of more positive results than were formerly attained by expedients. While we cannot review the corrective procedures for all the possible adverse conditions which could exist in industry, we can consider those which apply to some of the more common factors which we must control for the achievement of most effective incentive results.

When a plant is operated on an incentive basis, an active control should be exercised to maintain a close relationship between the direct labor hours on the payroll and the standard hours required to produce the scheduled work load. In a plant, or in particular departments of a plant, where a large segment of the workers fail to produce their full quotas of work as established by the incentive standards, the tendency is to increase the working force in order to keep abreast with the required amount of production. When this step is taken, the work is redistributed on the basis of the prevailing productive effectiveness of the workers, and so long as the size of the working force remains in excess of the standard requirements, the workers will usually peg their output at that level. Resistance to greater productivity may then be difficult to overcome.

Arbitrary adjustments of the work force might satisfy the demands for production but it weakens the position of the company in cost control. When incentive standards have been correctly and equitably established, every possible effort should be made to see that those standards are met and that the workers avail themselves of the opportunity for extra earnings. When they fail in this respect, it indicates the existence of circumstances or conditions that need to be corrected. Sometimes these have their origin in the worker and can be discerned only by close examination of the problems. In other instances, the difficulty is outside of the worker's control.

Incentives Motivate Effort

An incentive plan is sensitive to functional deficiency in these respects. Besides being a motivator of productive effort it is a good indicator of internal operating conditions. This is one of the assets of wage incentives if we take advantage of it. In a straight time-work shop, the workers are frequently allowed to worry their own way through minor problems, with the result that production suffers. The workers might be contented to let their production lag when such practice does not affect their weekly earnings. But when they have developed the ability to earn higher wages on incentive jobs, the situation is quite different.

The desire to increase their wages has given them an interest in production, so they want the conditions on the job to be favorable for incentive earnings. If the conditions are not favorable, they may try for a while to overcome the obstacles. Often, they become discouraged, with the result that they stop trying and revert to sub-normal productivity.

Adjusting to Incentive Philosophy

Any operating plan that contributes so much to the economy of production costs as does a wage incentive plan, is worthy of the utmost in managerial attention. It is well to promote the factors that contribute to its success. This has particular reference to the attention that should be given certain organizational functions which, as previously stated, must be adjusted to the incentive philosophy and to the higher tempo of the incentive worker. Some of these functions are the responsibilities of departmental supervisors; others are centered in departments that render services to production.

For example, the supervisor of a department must be attentive to the productive needs of the worker and see that conditions are promptly taken care of that tend to make it difficult for the

(Continued on Page 42)

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NEWS FORUM

This department includes a digest of news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

THIRTEEN REPRESENTATIVES of the insulated wire and cable industries of France visited the Rockbestos Products Corporation, New Haven, manufacturers of permanently insulated wire and cable, as a part of their program of touring American industrial plants in their field.

The visit, one of a series of "Strength for the Free World" programs sponsored by the Economic Cooperation Administration, was the only one in New Haven by the French wire and cable productivity team.

Accompanied by translators, the visitors made a tour of the Rockbestos plant accompanied by B. H. Reeves, vice president and general manager; W. W. Gaylord, plant superintendent, and Sidney Cohen of the Rockbestos Research Department.

Following the tour they heard a talk on Rockbestos products by H. O. Anderson, vice president in charge of sales, and saw a Rockbestos motion picture, "Hi-I Today and Tomorrow," describing some of the products manufactured by the company.

A question and answer period followed the tour and meetings, with the visitors expressing special interest in the company's employee relations activities.

★ ★ ★

VINCENT LYSAGHT has been appointed sales manager of the Helicoid Gage Division of American Chain & Cable Company, Inc., Bridgeport. Mr. Lysaght has directed the sales of the Campbell Machine Division and Wilson Mechanical Instrument Division in the past, and in assuming his new duties brings an intimate knowledge of the technical requirements of industry.

A graduate of M. I. T., Mr. Lysaght became laboratory technician with the Wilson Mechanical Instrument Company, makers of the "Rockwell Hardness Tester" and Wilson Maeulen Pyrometers. He was transferred to the Sales Department, becoming sales manager in 1935.

★ ★ ★

ANOTHER NEW INDUSTRY will soon be added to the manufacturing rolls of Danbury. Davis & Geck, Inc., a wholly-owned subsidiary of the American Cyanamid Company, has announced the purchase of the factory of the Mutual Rough Hat Company at Taylor and Triangle Streets, for the manufacture of surgical sutures and other surgical specialties. The company, one of the country's leading manufacturers of surgical sutures, is now located in Brooklyn and employs nearly 500 employees.

In addition to its eminence in the surgical supply field, where it is currently engaged in the development of a new line of specialty products, Davis and Geck has developed and maintains the world's largest library of films on surgical techniques. These films are shown to doctors, surgeons and nurses all over the world, and have proven an invaluable aid in the dissemination of information and techniques on all types of operations.

The Cover

THIS MONTH'S cover photo by John Strang is Hartford's Keney Park late on a summer afternoon.

★ ★ ★

MARLIN PRODUCTS will be exhibited at the National Hardware Show at Grand Central Palace, New York, October 8 through October 12, according to Roger Kenna, president of the Marlin Firearms Company, New Haven.

More than 40,000 lines of hardware and allied products will be on display at the show, which last year attracted over 30,000 buyers from every state as well as 40 foreign countries.

Mr. Kenna revealed that the Marlin display will feature all models now manufactured, and several moving displays and cutaways showing fire control mechanism.

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WHEN ZIEGLER SARGENT, vice president and treasurer of Sargent & Company, New Haven, retires this month, he plans no life of easy rest and recreation.

After 48 years of service with the hardware firm, he plans to return to Yale University, from which he was graduated in 1903.

In the next two years he hopes to complete work for a Master of Arts degree in American History. Studying in seminar, Mr. Sargent plans to expand a lifetime hobby, the informal reading and study of American history, into an academic occupation for his later years.

Mr. Sargeant joined the New Haven firm in 1903. After five years of work in the factory he was transferred to the company's financial department and he has spent the remainder of his career in that department. He became assistant treasurer of the company in 1909 and was elected treasurer in 1917. He was named vice president and treasurer in 1927. He was largely responsible for working out details of the company's present retirement and pension policy.

★ ★ ★

THE APPOINTMENT of a 14 member regional management-labor committee for New England by Secretary of Labor Maurice J. Tobin has just been announced by Regional Director Arthur C. Gernes of the United States Department of Labor's defense manpower administration.

The New England management-labor committee comprises representatives of labor and management from industry, agriculture, transportation and retail trade. Regional Director Gernes is chairman of this committee, whose members were recommended to Secretary Tobin by the national management-labor committee.

In appointing the New England Committee Secretary Tobin stated: "The New England Committee is one of the 13 regional committees which I am appointing to assist in mobilizing workers necessary for defense and essential civilian production."

The committees are being established as part of a broad program for obtaining the advice, cooperation and leadership of labor and management in the solution of manpower problems.

Connecticut management representatives are Walter H. Wheeler, Jr., president, Pitney-Bowes, Inc., Stamford, and Joseph Burns, attorney, Fuller Brush Company, Hartford. George

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J. Snow, Ind. Trans., state representative, Brotherhood Railway Trainmen, New Haven is a labor representative on the committee.

★ ★ ★

HARDAGE L. ANDREWS, an executive vice president of General Electric Company, who during his career has been prominent in both the transportation and home appliance industries, has retired from the company after 41 years of service.

He has been succeeded by Robert Paxton, G. E. vice president in charge of manufacturing policy, who has been elected an executive vice president by the Board of Directors.

Mr. Andrews is a native of Boonville, Ky., and a 1910 electrical engineering graduate of the University of Missouri. He began his career with General Electric in 1910 as a student engineer on the company's test course in Schenectady, New York. In 1934 he was elected a vice president in charge of steam railroad electrification, and one year later became directly responsible to President Gerard Swope for all transportation activities of the company.

In 1939 Mr. Andrews began an entirely new career, when he was placed in charge of the Appliance and Merchandise Department, one of the company's main operating departments, with headquarters in Bridgeport. Early this year he was elected an executive vice president and assigned to his most recent position.

Mr. Paxton, a veteran in the field of electrical apparatus, joined the firm as a student engineer on the test course in 1923, shortly after graduation from Rensselaer Polytechnic Institute. He has held the position of manager of manufacturing policy since August, 1950.

★ ★ ★

ANOTHER CONNECTICUT COMPANY has recently inaugurated a profit sharing plan for employees. It is the Dagmar Chemical Company, Inc., Glenbrook.

The Dagmar Employees' Profit Sharing Plan provides that a share of operating profits will be declared by the president at the close of each calendar quarter in which they occur, for distribution as employee profit shares. The plan offers employees the opportunity of leaving profit shares on deposit with the company at five per cent annual interest.

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TWO PROMOTIONS at the Stanley Works were announced recently by Henry V. Pelton, vice president in charge of the company's hardware division.

Erwin T. Clark has been promoted to the post of assistant manufacturing superintendent of the hardware division. He was formerly personnel director of the company.

Frederick Martin, assistant to Mr. Clark in the personnel department in charge of industrial relations, has been named personnel director of the five divisions at the main Stanley Works plants.

★ ★ ★

RAYMOND D. MACCART, division manager for Petroleum Heat and Power Co., Stamford, was elected chairman of the Stamford-Greenwich Manufacturers' Council. Other officers elected were Myron Wick, Jr., president of Plastic Manufacturers, Inc., first vice chairman; Milo McCammon, general manager of Yale and Towne Mfg. Co., second vice chairman; R. Ross Kitchen, division manager of the Charles H. Phillips Co., reelected treasurer.

Mr. MacCart succeeds Benjamin Bogin, vice president of Conde-Nast Publications, who has been chairman for two years.

★ ★ ★

HERMAN R. GIESE, vice president and works manager of Sargent & Company, New Haven, was elected a director of the hardware firm at a meeting of the board of directors recently. Mr. Giese came to Sargent & Company in 1942 as works manager and he was made a vice president of the concern in 1946.

The election was made, Sargent officials said, in recognition of Mr. Giese's outstanding work in the direction of the company's production facilities.

A native of Denver, Colo., Mr. Giese is a graduate of the University of Colorado and of the Harvard Business School. He was associated with the Hoosier Lamp and Stamping Company, in Evansville, Ind., before coming to New Haven.

★ ★ ★

A NEW GENERAL SALES MANAGER has been appointed by the Plume & Atwood Mfg. Co., according to an announcement by Thomas I. S. Boak, president. He is William J. Halliday, who succeeds James J. Monaghan.

Two new positions have been created in the sales division. Paul R. Curtis was named sales manager for the cosmetic division, and Walter M. Matthews was appointed sales manager in the industrial division.

★ ★ ★

TO CELEBRATE its 100th anniversary and the recent completion of new buildings, the Singer Mfg. Co. of Bridgeport recently conducted a Family Day.

The 2,700 active and 100 retired employees of the Bridgeport plant and their families were guided through the new buildings and viewed displays of old and new sewing machines and needlework, and a film portraying the company's history.

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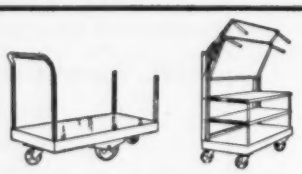

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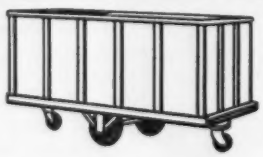

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THIS NAVY HO4S, equipped with floats for water landings, is one version of Sikorsky Aircraft's big ten-place helicopter in production at Bridgeport. The Navy is testing helicopters as anti-submarine weapons.

Today the company manufactures 3,009 different types of sewing machines which weigh from 11 pounds to five tons and sew threads from spider web thinness to a thickness of twine.

★ ★ ★

A GROUP OF FOREIGN STUDENTS were guests of the Stamford Forum for World Affairs recently, as the students spent three days in the Stamford area. Accompanied by 70 Stamford and Darien student hosts, the 140 visitors toured several industries of the area.

The Stamford-Greenwich Manufacturers' Council arranged the inspection trip which was one of several activities arranged for the American Field Service Scholarship students during their visit here prior to their departure for home. They have each spent the past school year in American schools.

★ ★ ★

THE BOARD OF DIRECTORS of The Hartford Electric Light Company has elected President Austin D. Barney to be chairman of the board, and Executive Vice President Kenneth P. Applegate to be president.

Mr. Barney, who in 1950 became president of The Connecticut Power Company following the deaths of the two principal officers of that company, Samuel Ferguson, chairman of the board, and A. D. Colvin, president, stated that he will continue in an active capacity with the Hartford company.

John R. Donahue, former public relations director of the company has been named a vice president.

A former Hartford newspaper man and special assistant to the state tax commissioner, Mr. Donahue joined the company in 1935 in the legal department.

Directors of the company have also announced their approval of a general plan for the construction of a large power generating plant in Middletown.

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EARLE S. W. BLAKE, assistant superintendent, and Fred J. Preiss, cabling machine operator, have received special awards in recognition of twenty-five years with Rockbestos Products Corporation, New Haven.

Mr. Blake and Mr. Preiss were among 14 Rockbestos men and women honored by the Hourglass Club, social organization of Rockbestos employees. They received Hamilton watches and 25-year pins from A. G. Newton, Rockbestos president.

Membership in the Hourglass Club is open to all Rockbestos men and women who have completed five years of service with the company. The Club sponsors employee activities, including an annual business meeting and dinner party which is attended by more than 300 employees.

★ ★ ★

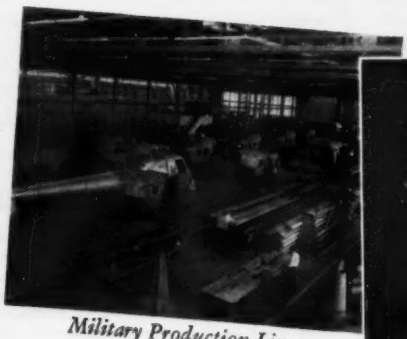
PRECIOUS MINUTES will be lopped off the time it will take for an Air Force "alert" to be transmitted to the 169 Connecticut towns and cities, in the event of an attack or emergency, as the result of a new warning system developed by the telephone company.

It now takes many minutes for a warning from the Air Defense Control Center on Long Island to be sent to all civil defense control centers in the state by a series of chain telephone calls over a private-line telephone network fanning out from key-point warning centers in New Haven, New London, Hartford and Bridgeport. The warning is then relayed to local fire and police, business and industry, hospitals, public works, air raid wardens, rescue and welfare agencies, as well as to the public via the public warning systems—which usually consist of a number of sirens.

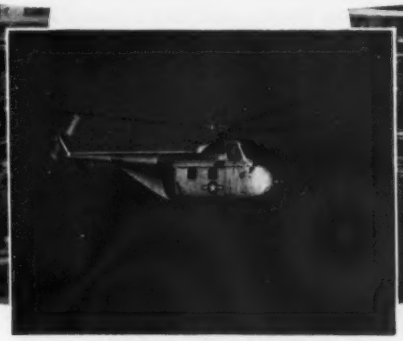
Under the new system a signalling apparatus with a large dial will be used to transmit the warning signal. A single twist of the point of the dial marked "Red," "White," or "Yellow" will send out a series of electrical pulses which will be received simultaneously at all local civil defense centers where receiving equipment will flash a red, white or yellow light and code-ring a bell for the degree of alert sounded. The local control point will then operate a similar system to alert the various points within the community.

Already approved by the Federal Civil Defense Administration, the new warning system is expected to be adopted nationwide as the standard method of alerting the country in the event of an emergency.

Helicopter View of Sikorsky Plant in Bridgeport



Military Production Line



10-Place S-55 Helicopter

Right Light for Drafting

Sikorsky Aircraft and *Electricty* Have Come A Long Way Together

Think how familiar the helicopter is!—how important it has become as an ambulance in Korea . . . also in other military and civilian services. It is hard to believe that the first successful "*eggbeater*" was flown only twelve years ago.

Today, at the big Sikorsky plant in Bridgeport, huge 10-place helicopters come from a production line and take to the air. This modern plant has excellent lighting for all employees. Its cafeteria is all-electric.

The presses and tools necessary for the construction of helicopters are powered by motors which use low-cost, efficient, dependable electricity.

B. L. Whelan, Sikorsky General Manager, says:

"With tight military delivery schedules to meet, the reliability and flexibility of electric power applied to our production are of prime importance."

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The Connecticut Power Company
The Hartford Electric Light Company
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KAMAN AIRCRAFT has leased twelve additional buildings on Bradley Field to speed up the production of HTK helicopters for the United States Navy. The additional facilities bring the number of buildings occupied by the helicopter concern to a total of eighteen and raise Kaman's floor area from 42,000 square feet to approximately 100,000 square feet.

★ ★ ★

HERMAN A. PAPENFOTH, secretary and treasurer of Trumbull Electric Manufacturing Company, Plainville, has been elected president of the National Association of Cost Accountants.

The election was held in connection with the organization's 32nd annual international cost conference held recently in Chicago.

Francis H. Hall, controller of Farrel-Birmingham Company, Ansonia, was elected a vice president of NACA, and Stanley Z. Bronner, assistant treasurer of Bridgeport Brass Company was elected to the board of directors.

★ ★ ★

CERTAIN TELEPHONE OPERATORS at switchboards in 43 locations throughout Connecticut cooperated during July in a rather unusual program for telephone operators. They were asked to look out the window once an hour for thunder and lightning.

It was all part of an agreement between The Southern New England Telephone Company together with all Bell System telephone companies in the area of the United States east of the Rocky Mountains and the United States Air Force for a weather observation program to test the Air Force's electronic long range weather plotting equipment.

The Bell System was selected for the job on the basis of its nationwide, round-the-clock operations. Operators in 2,895 central offices took part in the project. Every hour on the half hour, a regularly assigned operator in those offices took a two-minute look at the sky. Every morning a postcard showing the lightning score for the previous day was mailed from each of the central offices to the Weather Detachment's project haedquarters at Robins Air Force Base, Georgia.

The observations of the operators were to be used to check the electronic observations of extremely sensitive direction finding sets tuned to pick up lightning at distances up to three thousand miles. The Air Force has set up

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Call your Local Collecting Charity or Waste Paper Dealer—they will be glad to pick up your accumulation of Waste Paper.

YOU can help—to *HELP* means to SAVE—Start *NOW!!*

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five of these sets in the eastern part of the United States and in Bermuda and Puerto Rico. By a process known as "triangulation," the readings taken from the radio sets are coordinated to obtain a "fix" on a storm.

★ ★ ★

GEORGE PECK HART, former president and chairman of the board at the Stanley Works, New Britain, and one of the founders of the Shuttle Meadow Golf Club, died recently at his home in New Britain.

Born in New Britain in 1860, the son of William H. and Martha Peck Hart, he was a direct descendant of Stephen Hart, founder of Farmington, and was a member of the Society of the Descendants of the Founders of Hartford.

Before his retirement in 1923 he was affiliated with the Stanley Works in the sales field, became a director in 1892, was elected its president in 1914 and became chairman of the board in 1918.

He is survived by a daughter and two sons.

★ ★ ★

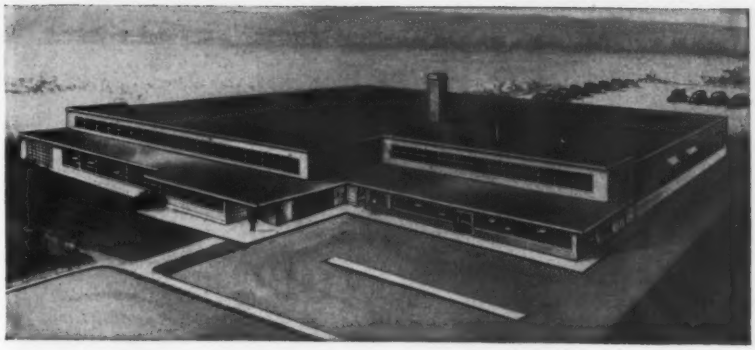
LEON J. DUNN, assistant to the executive vice president of Veeder-Root, Inc., has been elected president of the Society for Advancement of Management. The Society, of which Mr. Dunn has been executive vice president for the past year, is the recognized national professional management organization.

Mr. Dunn has been associated with the Hartford concern since 1942, when he was engaged as an industrial engineer to complete the installation of and to administer a job evaluation and incentive program. Later he was placed in charge of the processing, estimating, cost reduction and quality control departments.

In 1949 he was made assistant to the executive vice president, as general coordinator of operations, and last year he also took over supervision of the personnel division.

★ ★ ★

RAYMOND A. LORING of New Haven, has resigned from the chairmanship of the State Development Commission. Mr. Loring, general information manager of the Southern New England Telephone Company, informed Governor Lodge that the commission chairmanship involves more work and time than he can give it in view of other duties.



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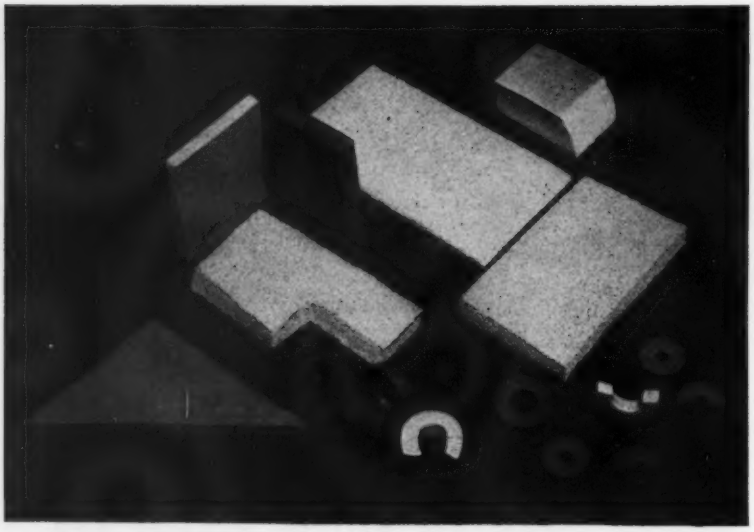

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THE SPONGE RUBBER PRODUCTS COMPANY

446 Derby Place — Shelton, Connecticut

"My decision has been reached," Mr. Loring said in a letter to the Governor, "not without careful consideration, and personal regret. The latter is ameliorated by the fact that I hope to complete my term as a member of the commission which does not expire until July 1954."

★ ★ ★

PURCHASE OF SCULLI MACHINE COMPANY of East Hartford by the LaPointe-Plascomold Corporation, Windsor Locks, has brought the latter company into the aircraft industry, according to Jerome E. Respess, president.

The Sculli Machine Company has been a manufacturer of precision aircraft parts for the past ten years, primarily for the three Connecticut divisions of United Aircraft.

The acquisition of Sculli assets includes several types of machine tool equipment and will enable LaPointe-Plascomold to broaden its manufacturing potential in the field of electronics.

★ ★ ★

MONROE G. SMITH, president of The Silex Company, Hartford, has announced the resignation of Frank E. Wolcott as vice president and general sales manager.

Mr. Wolcott, who has been with The Silex Company since its inception, is planning to form his own company, to be known as the Wolcott Company.

★ ★ ★

ALLEN S. HUSSEY has been appointed a senior chemist by the Carwin Company, North Haven, manufacturers of organic chemical intermediates. Dr. Hussey studied at the University of New Hampshire and Ohio State University, and has held the position of assistant professor of organic chemistry at Northwestern University, Evanston, Illinois, for the past four years.

Charles J. Smith, Jr., until recently product manager, the Lubrizol Corp., Cleveland, Ohio, has been engaged by the Carwin Company as development manager. Robert N. Parsons, formerly with the National Folding Box Company, New Haven, has been named purchasing agent.

★ ★ ★

ELECTRO CRAFT, INC., Stamford, has recently signed a 15-year lease for the use of property at 68 Jackson Street, Stamford. The company plans an expansion involving employment of at

least 100 more persons, according to Koester E. Schonert, president.

The company, which merged with Castle Metal Products in February of this year, manufactures electronic transmitters and receivers, commercial and military, electronic and electro-mechanical devices.

★ ★ ★

JOSEPH T. VINBURY, advertising manager of the New Britain Machine Company, New Britain, has won the Industrial Press Award of $1,000, it has been announced by the National Industrial Advertisers Association.

Mr. Vinbury was chosen as the industrial advertising man in the United States who submitted the best documented presentation to his company for a specific advertising program last year and who showed how the program filled the company's needs. The award is sponsored by the publisher of "Machinery" magazine.

Mr. Vinbury was selected for the award by a panel of N. I. A. A. judges.

A graduate of Boston College, Mr. Vinbury worked for the Hamilton Standard Division of the United Aircraft Corp., where he gained experience in the operation of machine tools. From 1942 to 1943 he was with the Army Air Corps after which he became a teacher of English and physical education. In 1946 he became advertising manager of the New Britain firm.

DR. HARRY WINTSCH has been named factory manager of the Naugatuck Synthetic Rubber division of the United States Rubber Company, it has been announced, to succeed Donald McCollum.

Mr. McCollum has been transferred to the Naugatuck Chemical Co., on special assignment.

Dr. Wintsch first came to Naugatuck and the Chemical Company in 1927. He then served with the company's Canadian affiliate for several years and returned to Naugatuck in 1948.

★ ★ ★

THE SOUNDSCRIBER CORPORATION, New Haven, manufacturers of dictating and recording equipment, has reported the receipt of contracts from the United States Government during the month of June amounting to over $1,000,000.

President Walter J. Niles revealed that nearly half the contracts cover special recording equipment and the remainder is for standard dictating machines. Most of the equipment is to be delivered to the Navy, Signal Corps and Air Corps.

During World War II the SoundScriber Corporation manufactured standard dictating instruments and special recording devices for the Armed Forces.

LEADING CONNECTICUT COMPANIES CHOOSE BARNEY'S of HARTFORD FOR OFFICE FURNITURE & SHOP EQUIPMENT

Above: Paine, Webber, Jackson & Curtis chose Barney's to provide the streamlined desks and chairs for the Board Room and Executive Office in its new, completely modern headquarters at 111 Pearl Street, Hartford.

Our Representative Will Call Without Obligation

Barney's OF HARTFORD

EVERYTHING BUT THE SECRETARY!

450 Front St. Phone 7-8129 Est. 1930

for dependable low cost DRINKING WATER USE THE...

THOMPSON WATER COOLER "Rental-Equity" PLAN

Call...

Bridgeport 3-5787 New Haven 5-0602
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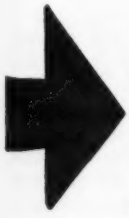
THOMPSON WATER COOLER COMPANY



two hands do the work of four!

my boss says: 47% SAVINGS

in billing and shipping time—now that we use

HANO SNAP-A-PART BUSINESS FORMS

They're wonderful! We save time, labor, expense by writing invoices, labels, shipping forms, packing slips and bills of lading all on one HANO SNAP-A-PART Form. We get perfectly registered carbon copies every time. No carbon stuffing and removal either! The forms are beautifully lithographed . . . for use on any typewriter.

PRICES FOR 8½" x 7" IMPRINTED WITH YOUR COPY

	5M Per M	10M Per M	25M Per M		5M Per M	10M Per M	25M Per M
3 Part	21.21	16.12	13.13	6 Part	40.22	33.76	29.93
4 Part	26.41	20.58	17.22	7 Part	46.57	39.27	34.81
5 Part	32.55	27.20	23.89	8 Part	52.45	44.36	39.48

Write or phone for representative to call — No obligation of course.

PHILIP HANO COMPANY, INC.

Lithographed Business Forms Since 1888

179 ALLYN STREET, HARTFORD, CONN. : TEL.: 6-7130

GENERAL OFFICES AND FACTORY — HOLYOKE, MASS.

SALES OFFICES - New York - Worcester - Providence - Newark - Boston

"OLD MILL"

FINE FOOD PRODUCTS

AMERICA'S LARGEST PACKER OF PRESERVE, JELLY & PICKLE GIFT PACKAGES

WRITE FOR 1951 XMAS BROCHURE
INDUSTRIAL SALES DEPT.

GOODMAN BROTHERS, Inc.
MERIDEN, CONNECTICUT

Art ILLUSTRATING • LETTERING • RETOUCHING
LAYOUT • CATALOG AND BOOKLET DESIGN

Photography PHOTOS FOR ADVERTISING
COMMERCIAL PHOTOGRAPHY

Printing Plates LINE • HALFTONE •
BENDAY • COLOR •
FOUR COLOR PROCESS

THE GRAPHIC ARTS CO.
172 HIGH STREET • HARTFORD, CONN.

PHONE 2-0193

SERVING CONNECTICUT INDUSTRIES SINCE 1904

EDWARD P. BULLARD, III, of Fairfield, has been appointed manager of the new Pratt & Whitney Aircraft branch plant at North Haven, according to General Manager William P. Gwinn.

The North Haven plant will manufacture engine parts for assembly in the main East Hartford plant. Construction began on the 707,000 square foot plant in May and is scheduled for completion next February.

Mr. Bullard has been associated with the Bullard Company of Bridgeport for the past 18 years in the design and manufacture of machine tools. He was assistant general manager, vice president in charge of manufacturing and a director of the Bridgeport firm.

Holder of 39 patents on machine tools, Mr. Bullard is perhaps best known in the aviation industry for his design of the Man-Au-Trol vertical turret lathe and the Cut Master vertical turret lathe which are widely used in making aircraft engine parts. More recently he has designed special machinery for manufacturing jet engine components.

Spongex . . . A Sponge Rubber Ball Becomes A Snow Ball and it's still Rolling

(Continued from page 8)

Spongex cellular rubber enjoys with practically any industry one might name. To meet the demands of industries listed from A to Z, Spongex is made not only in standard strips, cord, tubing and rolls of sheet stock, but is die-cut to special pattern and custom-molded to specification. Some of the uses making Spongex so universally accepted originated during the last war; war being so demanding of rubber products of every imaginable form. These wartime uses have, for the most part, carried over into peacetime applications, the war serving as a lesson to many industries. But even those items of a strictly military nature are being revived in the face of the international situation. The armed forces will find no reluctance on the part of The Sponge Rubber Products Company in converting a profitable peacetime operation to an all-out wartime operation if it becomes necessary to our nation's mobilization program.

Evidence that the Spongex snowball is still rolling . . . still growing . . . is the company's development of Spongex Plastic and its promise of vast new application possibilities. An expanded

unicellular polyvinyl chloride, Spongex Plastic has exceptional buoyancy and insulation properties. Even at this early stage, life floats, life preservers and other flotation devices are undergoing tests by the government and private industry. Manufacture of production items is already under way in a line of fish net floats capable of withstanding pressures that collapse ordinary hollow metal and plastic floats, yet boasting superior flotation properties than either. Spongex Plastic's insulation properties are such that the product will doubtless become an essential lining for battleship gun turrets, tanks and truck cabs, in all of which temperature extremes frequently encountered can force the units out of action. At present, the chief item of Spongex Plastic production which utilizes its exceptional insulation characteristics is 'n icer, an ice bucket that keeps ninety per cent of its cubes after four hours and forty per cent after nineteen hours.

A Philosophy and a Prediction

President Daley and Secretary-Treasurer Todd look to continued expansion of their established Spongex cellular rubber operation. But at an even greater rate they see expansion in the relatively newer operations involving Texfoam foamed latex, Texlite rubberized curled hair and/or wool and Spongex Rug Cushion. Their belief is borne out by the fact that everytime they consider a complete list of Spongex applications has been compiled, along comes a brilliant individual with yet another application completely overlooked at "Sponge," despite concentrated thought on the subject. This apparent insatiable demand for the company's product verifies the wisdom of the statement made by President Daley to employees in April of 1940. . . "The destinies of companies, like that of individuals, often depend on decisions which at the time do not seem to be of any great importance. Our company, with what at times has seemed like divine guidance, has been able to make enough of its decisions right to bring it to its present status. If, when we started, we had gone into soles and heels we no doubt would have been out of business in six months because of the extremely competitive nature of this line. As it was, we started in to make only one size of sponge ball, and in so doing got into a new field of manufacturing . . . one that was just opening up, and where, during the next few years, new uses for sponge rubber were to be found by the thousands."

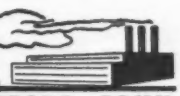
And that in 1940 when the personnel numbered 480. How right he was in 1940 is further amplified by today's employment of 2400 persons producing an ever increasing number of products to satisfy man's insatiable appetite for more and better things to serve him. A continuation of the same imaginative service to customers and employees cannot fail to expand the business in the future in accordance with the natural, or God-given law of increase, which rewards those who utilize their talents to the full in the service of others.

Remember the Biblical story of the talents . . . how the man with one talent sought to play safe by burying it, and lost . . . and how the man with two talents was awarded two more because he employed his talents profitably? It illustrates the natural law of increase, which for the first time in history was permitted to work to the full in the economic field under the American Constitution. It's called free enterprise by many who have forgotten but need to recall, and soon, its ancient and honorable lineage. It works overtime for all—employees, the community, stockholders and customers—at The Sponge Rubber Products Company.

Army and Navy

INSTRUCTION BOOKS

We are producing Instruction Books required on Government Contracts. Our experience, our familiarity with this work, and our facilities for lithographic printing can be very helpful to you.



BUSINESS FORMS INC.

WEST HARTFORD, CONN.

New 100,000 square foot concrete, steel and aluminum warehouse building with direct railroad siding, 10 ton crane, and 9 ton elevator just completed at Electrolux, Old Greenwich.

ELECTROLUX Believes, "You cannot meet 1951 Problems with 1910, 1920 or even 1940 Thinking and Equipment."

Here are some results of our Thinking for better Manufacturing and for better Human Relations.

New Recreation Building for the people of the Old Greenwich, Connecticut plant of Electrolux. Part of a 17 acre recreation area with ball fields, tennis courts, etc.

ELECTROLUX CORPORATION

OLD GREENWICH, CONNECTICUT

MAKERS OF THE WORLD'S BEST HOME CLEANER

PERSONNEL

By A. L. WOODS

Executive Assistant

IT IS generally conceded by authorities that there will be an acute labor pinch in Connecticut this fall. Many of our large companies have received substantial government contracts and this, coupled with high consumer production, points toward a new high in employment for the state. Many fine out-of-state companies are either establishing branch plants here or are moving their entire operations to the state. Also, new companies are being formed and many established manufacturers are expanding their facilities.

In June of this year before vacations started, there were 417,330 people at work in manufacturing plants in Connecticut. This exceeded the June 1950 figure by 50,540 or 8.1 per cent. For the same period total employment for the nation increased by 300,000 to reach an all time high for June of 61,800,000. The labor force structure however, has plenty of room for some shifting around. In wartime 1943, factory employment totaled 17,400,000; that is 1½ million more than now, even though at that time there were about 8 million less workers in the labor force.

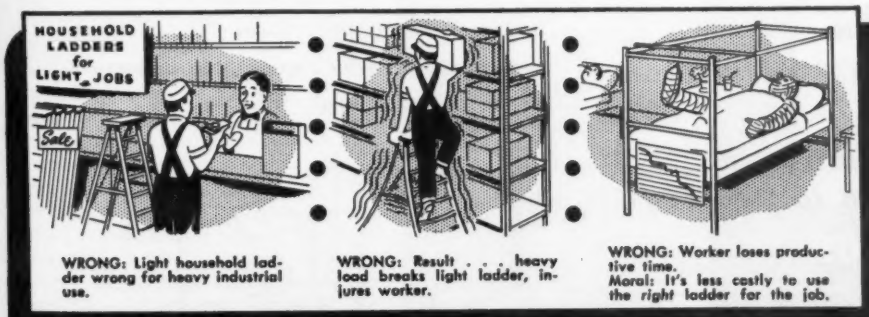
Cutbacks in material and the decline in consumer demand has made it comparatively easy for a worker to switch from some civilian goods job to a place in the defense effort. However, it does pose a problem for the employer. He may not have been successful in landing a government contract or subcontract as yet, but due to shortages or other reasons he has had to lay off his experienced help. When he does get set to start rolling on defense work, he has to compete in the thinning market for labor.

Even after civilian industries have given up some labor to defense industry, still more workers will be needed. It is estimated that by the beginning of 1952 another million workers will enter the labor force. That is more than triple the amount that could be expected normally. The new workers will come largely from the 38 million women who are not now in the labor force. They will be tempted by high wages and other concessions to leave the home and enter industry and other fields. The long term trend indicates an increasing ratio of women in the labor force.

Employment figures show more than the fact that a great many people are employed. Statistics indicate that short of total war, the labor supply will not become as critical as it did in the last war. Even though most of the technical and highly skilled jobs go begging, there are still some 750,000 unemployed workers who can be put back into some gainful occupation. Also, the armed forces may not call too many additional people other than for replacements.

In Connecticut in May the production workers in manufacturing averaged 42.9 hours a week. This was considerably above the national average which was 40.6. During 1944, the average hours worked per week came to 45.2. If as much time was spent at work today, it would be the equivalent of adding another 1,800,000 people to the labor force. This point is debatable however, since all hours over 40 are premium hours and efficiency drops considerably after continuous days of long overtime.

To a good many Connecticut manufacturers, talk of an adequate labor supply is purely academic. In some sections of the state, industries that have been through two wars say that the situation has never been as critical as it is now. Competition for workers is keen with restrictions and controls often being a deciding factor in holding or losing an employee. All sorts of methods are used in attempting to attract the worker to this plant or that; large newspaper ads run daily, radio blurbs, television shots, and billboards tell him of the various advantages. Industry representatives are visiting college campuses and high schools and teams of personnel men travel the country from coast to coast to bring back the type of skilled help that their companies require.


HOUSEHOLD LADDERS for LIGHT JOBS
Sale
WRONG: Light household ladder wrong for heavy industrial use.
WRONG: Result . . . heavy load breaks light ladder, injures worker.
WRONG: Worker loses productive time.
Moral: It's less costly to use the right ladder for the job.

FLINT

dealers are qualified to help you with your ladder needs, so you can pick the *right* ladder for the job.

WRITE FOR OUR CATALOG TO-DAY

PICK the RIGHT LADDER for your job
- Light duty for home owners, decorators
- Medium duty for painters, electricians
- Heavy duty for manufacturers, builders, roofers

A. W. FLINT CO.

EAST CHAPEL COR. LLOYD ST., NEW HAVEN, CONN.

THE WORLD'S FLINT SINCE 1860 Ladders SAFEST LADDERS

we offer you . . . complete letterpress and lithographic facilities

* Connecticut Printers

INCORPORATED • HARTFORD

Case, Lockwood & Brainard

Letterpress Division

Kellogg & Bulkeley

Lithographic Division

A COMPLETE PLASTIC EXTRUDING PACKAGE

- ENGINEERING RESEARCH
- PLASTIC SELECTION
- DIE DESIGN
- FINISHING

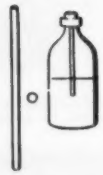
Laboratory - Controlled from Die Design to Delivery

If you are using a plastic extrusion as a component part of your product . . . if you anticipate the use of a plastic extrusion . . . or, if you would like to know better what part a plastic extrusion might play in your production . . . it will definitely pay you to consult us.

An analysis of your specifications . . . studied selection of the right plastic material . . . careful die design . . . and precise finishing procedures . . . all important factors which guarantee delivery of the perfect plastic from —

glass window run

bumper for carpet sweeper



interior tube for spray bottle

JESSALL PLASTICS

Farmington Ave., Kensington, Conn. Incorporated

TRANSPORTATION

NICHOLAS MAARSCHALK

Traffic and Export Manager

Effects of Transportation Costs on Industry

IN A RECENT report on the economic problems of New England, the Council of Economic Advisors stated that the freight rate disadvantages of New England were "not nearly so important as many businessmen in New England believe." It reported that among the factors in New England's favor, were the transportation services and rates available for importing and exporting raw materials and manufactured products, the numerous routes available between New England and the rest of the country including differential rail routes which are subject to slightly lower rates than the more direct routes, and the development of the trucking industry. The Council also felt that it would be desirable if a detailed study were made to determine if the charge that the national rate structure discriminates against New England is correct.

Forces are constantly at work to alter the relative advantages of particular locations. An industry or location even though originally located very advantageously, may later find that conditions have changed so that it is no longer located advantageously, and that it cannot compete with another industry located elsewhere. Although freight rates are not the sole factor determining the rise and fall of industries they certainly constitute a large part of the overall cost of production. The carriers, because of their power to make and adjust rates, are able to alter the location of industries although they are limited by the legal requirements that rates must be just and reasonable, not unjustly discriminatory, nor unduly preferential or prejudicial.

One of the more important factors working to the disadvantage of New England industries is the present method used by the railroads for increasing rates. The use of the percentage method of increasing many but not all rates has had the effect of disrupting rate relationships among producing and manufacturing centers, and among markets. These disruptions have had serious effect on the ability of some industries and locations to continue to meet the competition they have been able to meet in the past and to continue to obtain raw materials and supplies from accustomed sources. The increased spread between rates for greater distances than for shorter distances is a serious handicap to the distribution of goods upon a nation-wide scale and will ultimately tend to reduce the distance which goods will be able to be transported and still compete with other manufacturing centers. The carriers' need for additional revenue has been proven to the satisfaction of the Interstate Commerce Commission, however, the method of obtaining this additional revenue could result in the disruption of certain segments of the national economy. New England industries, being located far from the sources of many raw materials as well as far from the markets for many manufactured goods appear to be at a double disadvantage insofar as rail rates are concerned.

Certain large shippers, through individual negotiations with the carriers, are able to have commodity rates established which enable them to compete in more distant markets. There are a tremendous number of small industries in New England, however, whose operations are such that they can ship only in less carload quantities. These industries are the first to feel the effects of the rate increases. In addition to the line haul rates less carload shipments to, from and between Connecticut points as well as certain other points in New England are being subjected to pickup and delivery charges whereas competitors outside of this territory receive free pickup and delivery service. Those Eastern railroads who are still providing free pickup and delivery service are considering the possibilities of also establishing charges for this service. This proposal is set up in such a way that all less carload traffic moving between the East on the one hand and the South and West on the other hand, will be subject to pickup and delivery charges. Less carload shipments moving between points in the East will also be subject to pickup and

CHECK THESE

MOVABLE

FIREPROOF

PARTITIONS

CHEAPEST AND

BEST WAY TO

RELOCATE

OFFICE AND

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FACILITIES

Manufactured by

THE MILLS COMPANY

"Mills Movable Walls"

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GALLIC & REYNOLDS

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Hartford, Conn.

TEL. 2-1285

delivery charges except that on shipments over three hundred miles free pickup and delivery service will be provided under certain conditions. This proposal, if approved, will have the effect of removing some of the disadvantages which Connecticut industries are laboring under, however, they will still be somewhat at a disadvantage on shipments moving within the East for distances greater than three hundred miles.

These are only a couple of the obstacles which industries in this area have had to face. It would be desirable if a detailed study were made of all modes of transportation in New England with a view toward determining what effect transportation has had on the industries in the area. If New England businessmen find it increasingly difficult to continue to compete in various markets because of the freight rate structure over which they have little or no control then they certainly cannot be blamed for believing they are at a disadvantage.

The Goodman Brothers Story

(Continued from page 9)

store buyers throughout the country, a New York office and display room is maintained at 1270 Broadway, New York.

Industrial Gift Division

The company's latest sales development was the inauguration of an Industrial Sales Division last year which concentrates on sales of a variety of gift packages to manufacturing and business organizations for holiday, birthday or good will gifts to their employees, suppliers and customers. Company cafeterias are also being solicited to some extent for the sales of the larger cans of pickles and relishes. Because last year's limited sales promotion brought such satisfactory results, the 1951 promotion has been increased more than ten-fold by direct mail, magazine and newspaper and billboard advertising.

Five of the most popular gift packages are illustrated in this article. The latest one to be introduced is the two pound Service Package of cookies, candy, jams and jellies, especially designed and protected by a shipping carton ready for addressing and mailing to employees in the armed services by their employers. Each box contains three small jars of jam and jelly, six packages of tasty cookies and six compartments of hard candies with almonds, all cellophane wrapped and guaranteed to keep fresh for six months. This box is also ideally suited for mailing as a welcome surprise to preparatory school and college students living on frequently tiresome and often skimpy menus in school dining rooms. Already several large repeat orders and many small ones have been received from last year's employer customers who are purchasing their employee and customer Christmas gift packages early for the 1951 season.

The company also contemplates starting a Club and Church Organization Division this fall to offer these groups an opportunity to raise funds for their many worthy projects through the sale of Goodman Brothers gift packages to their members and others in their respective community territories where retail outlets do not sell this line of merchandise.

Materials and Manufacture

Goodman Brothers raw materials are acquired from all sections of the United States and from all parts of the globe. All fruit is stored in freezers in New Jersey and New York and three warehouses are maintained in New Haven and Meriden for long-term storage. The largest import item is strawberries, purchased at higher than domestic prices because of their better flavor.

Once the raw materials are ready for manufacture into jams, jellies, preserves, fancy pickles and relishes, they are processed under the supervision of a graduate food chemist, each batch being laboratory tested to meet the strict requirements of the Pure Food and Drug Administration. After processing on the upper level the foods are dropped to the hoppers of the filling machines which automatically fill from 1200 to 2000 dozen of the smaller size containers per day. Filling of the smaller jars are semi-automatic, as screwed cap closures must be put on manually as they pass by on a conveyor. Although employment in the company varies, in the busy summer season some 60 to 70 persons, mostly female help, are employed.

The present officers of the company are Nat Goodman, president; Reuben Buchman, vice president in charge of production; and Harry Goodman, vice president in charge of sales.

New Record for dictating efficiency

One GRAY AUDOGRAPH plastic disc holds over an hour's dictation. That's more than 28 typewritten pages — a record no other dictating machine can touch!

Join efficiency-conscious users everywhere who are putting time to more profitable use with versatile GRAY AUDOGRAPH. Simply *sound-write* memos, sales reports, conferences and correspondence. Your office output will increase 30% . . . and your secretary will be free for other important work.

AUDOGRAPH's operation is unbelievably simple. One flick of a finger and you're recording. No arms to lift or adjust; relax and let AUDOGRAPH do the work! Discs are featherweight, easy to file and can be resurfaced for reuse up to 50 times . . . this means there's no discarding after one recording.

AUDOGRAPH is tops with secretaries, too. The exclusive electromatic index flashes a red light to indicate approaching corrections and green signals for ends of messages. Your voice comes over with bell-clarity . . . and tone control allows full treble-to-bass range.

Dictation is easier — with AUDOGRAPH!

Gray
AUDOGRAPH

AUDOGRAPH sales and service in 180 U.S. cities. See your Classified Telephone Directory under "Dictating Machines." Canada: Northern Electric Company, Ltd. Abroad: Westrex Corporation. (Western Electric Company export affiliate) in 35 countries.

TRADE MARK "AUDOGRAPH" REG. U. S. PAT. OFF

The Gray Manufacturing Company, Hartford 1, Connecticut
Send me Booklet 9-I — "Now We Really Get Things Done!"

Name _____

Title _____ Firm _____

Street _____ City _____

BUSINESS TIPS

from

School of Business Administration

University of Connecticut

How Sales Minded Are You?

By CARL J. GLADFELTER*

IS YOUR sales approach consistent in its breadth? Having made the sale, does your organization proceed to handle the details that follow the acceptance of the order and the ultimate shipment of the goods in a "customer-holding" manner?

During a period of easy sales, the sales force is apt to become lax in its follow-up of detail. The non-selling divisions that handle production, scheduling, packing, shipping and clerical operations are so clogged with work that their caliber of performance suffers. It is management's responsibility to see that the customer receives a continuing high level of service from all employees in contact with customers and potential customers.

Today customers and prospects suffer in silence the indifference, the haphazard procedures, the failures to meet dates and keep promises. They continue to be customers because goods, in many instances, are difficult to obtain; they are aware of the dangers in switching supply sources. How long will they remain customers when conditions are different? Management must insist upon a high caliber of service, a continuation of standards. They cannot afford to make excuses for poor performance because of inability to handle all the work or obtain efficient personnel or materials. If the order cannot be handled efficiently, don't accept it. If the order is taken, then the customer is entitled to service, and not excuses for lack of service.

Check the following list of "after-the-sale" procedures. Are you performing these tasks in a customer-holding way?

1. Acknowledgment of customers' orders.
   (a) If shipments cannot go forward immediately, the acknowledgment should confirm or indicate the shipping date.
   (b) Possibly the acknowledgment should confirm such details as order number, quantities, descriptions, shipping details and terms.
2. Install a procedure for uniformly handling customer inquiries on the status of orders.
   (a) The procedure should make for rapid and accurate handling of both mail and phone inquiries.
   (b) Avoid stereotyped replies.
   (c) Notify the salesman of such mail and phone calls so he is aware of company's status with customer and will know how to handle his future contacts with the customer.
3. Have a follow-through procedure to check production and shipping schedules—one that insures that customers are not disappointed. Customers and salesmen should be advised of any deviation from the specified shipping date.
4. If special handling and special orders are taken, a definite procedure should be established to see that the requirements laid down in the order are met.
   (a) This suggestion presupposes that the salesman has been informed of production and shipping schedules and is allowed a given number of "specials".
5. If the product is of such a nature as to require supervised installation and service follow-up calls, see that the standard of service is maintained.
   (a) In a shortage period, customers are hesitant to complain about inferior work, particularly of a minor nature, indifferent repair men, or excessive service charges. Provide customers the opportunity to air their complaints. check on quality of work and customer's opinion of product and price, through personal inspection and inquiry by salesmen, or through mailed inquiries.
6. Check packing and shipping procedures.
   (a) Are you using the shipping facilities that serve the customer best or those that serve you best?
   (b) Are your shipping containers or methods of transit resulting in excessive breakage and frequent cases of lost or stolen goods, which, while insured,

(Continued on page 56)

* *Associate Professor of Marketing.*

12WM51

"Oh Yes, Typing Is Lots Easier...

...this Underwood All Electric Typewriter is much faster and never tires me out."

WELCOME words to every secretary ... because the Underwood All Electric conserves so much of her time, and her energy.

When typing, her hands never leave the keyboard. Finger travel, hand travel are minimized ... with the *Electric* Keyboard, *Electric* Shifting, *Electric* Line Spacing, *Electric* Tabulating, *Electric* Back Spacing, *Electric* Carriage Return ... and *Electric* Margins.

The new Underwood Electric ... with the scientifically-designed, exclusive Console Keyboard and Rimless Finger-Form Keys ... provides a light, easy, rhythmic, responsive action. Impressions are uniform ... all characters clean-cut, perfectly spaced and aligned. All carbons clear, neat, legible. Every letter ... better!

Welcome news, too ... to the business man faced with need for greater office efficiency.

Give your Secretary the opportunity to turn out the best work she's ever done ... with an Underwood All Electric that's made to order for her. Call your local Underwood representative today ... for a demonstration.

UNDERWOOD

Underwood Corporation

Typewriters ... Accounting Machines ... Adding Machines ... Carbon Paper ... Ribbons

One Park Avenue, New York 16, N. Y.

476 Capitol Avenue, Hartford 6, Conn.

Sales and Service Everywhere

UNDERWOOD *All Electric* TYPEWRITER

... Made by the TYPEWRITER LEADER OF THE WORLD

You are cordially invited to UNDERWOOD'S *Open House* celebrating 50 years production in Hartford Thursday, September 20th 9:00 A.M. to 11:00 A.M. and 1:00 P.M. to 3:00 P.M.

* * *

And growing with Hartford, we have sent Underwood Typewriters all over the world as representative products of Connecticut industry. Hear the Underwood Open House preview (Wednesday, September 19) over WTIC from 8:00 to 8:30 P. M.

PHOTOGRAPH BY RUSSELL C. AIKINS

Portrait of a man in love (with his job) . . . a real Bristol Brass mill man, "with copper and spelter in his veins." Mark of such men is a deep personal concern, over and above the line of duty, for the *solid honesty* of the sheet, rod and wire that goes out to the world from *their* mill . . . The Bristol Brass Corporation, Bristol, Conn., (since 1850). Offices and warehouses in Boston, Chicago, Cleveland, Dayton, Los Angeles, Milwaukee, New York, Philadelphia, Pittsburgh, Providence, Rochester.

Another insight into the full meaning of: **"Brass made Bristol-Fashion"**

ACCOUNTING HINTS

Contributed by the Hartford Chapter National Association of Cost Accountants to stimulate the use of better accounting techniques in industry.

COST CONTROL

THE COST accountant's approach to the problem of cost and expense reductions must obviously be geared to the problems and characteristics of his particular company.

Recent years have seen very considerable progress in the accounting data made available to management and in the methods and techniques for the control of costs and expenses. The use of labor standards, labor performance reports, departmental expense budgets, standard cost systems, and mechanical accounting equipment are a few examples of this progress. This change in accounting techniques has been necessary, but it has brought with it many new problems which can simply be described as paper work, and paper work means expense.

It seems worthwhile to consider for a moment, an old concept of business management—adequate control with a minimum of paper work. There are companies who seem deliberately to follow a policy of not keeping complete records for reasons other than just good management—such as, for instance, for tax purposes. A question may serve to illustrate the point. If a manufacturing department has a thoroughly competent supervisor or foreman, why is it necessary to have other departments or individuals analyzing his manpower requirements and charting his expenses? It is well known why this secondary responsibility is necessary. Yet some of the largest and most profitable manufacturing companies place primary responsibility for efficient operation and control of costs with the supervisor or foreman of each department. Some responsibility and follow-up must, of course, be placed on the cost accountant, but cost control must begin at the lowest level, and placing most of the responsibility for cost control outside of a department tends to increase the cost of records, reports and analyses which then become necessary. This means that good management and good supervision at all levels can minimize the paper-work problem.

The cost accountant's particular attention should certainly be directed to the departmental expense control budgets and reports, and the effectiveness of their use. Departmental expense reports should be reviewed, particularly because they are often quite detailed and are prepared for a large number of departments. First, is a reorganization of departmental or cost center classifications desirable? The problem goes much deeper than the effect of too many departments upon the cost of preparing departmental expense reports, since the rates of supervisors to direct workers may be affected by having too many departments. There have always been considerable variations as between companies in the relative number of departments and cost centers used for accounting purposes. The range is from no finer detail than all-plant totals for each type of expense to subdivisions covering the expense of only a few workers. There is certainly no fixed rule to follow. It is usually helpful to segregate expenses in accordance with organizational lines of authority. Preparation of departmental expense reports for less than perhaps 50 or 75 workers as one group or cost center should be avoided. If adequate cost control data is not obtained from the larger groupings, then perhaps, minor reports based on man power data will serve for the smaller groups rather than providing dollar figures segregated in the accounting records and reports.

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OFFICES IN PRINCIPAL CITIES

Thought should be given as to the amount of detail in departmental expense reports and the frequency of their preparation. There is very little point in reporting most items of fixed expense such as taxes, depreciation, or other fixed charges to the departmental foreman. There is general agreement that the expense reports going to foremen should detail only controllable expenses. Incidentally, the foreman's salary, although certainly a controllable cost from the point of view of Management, as far as he is concerned, is fixed, and therefore should not be listed.

Achieving Top Results from Incentives

(Continued from page 16)

worker to earn a bonus. He must also pre-plan the work assignments within his department so that jobs which are best suited to the capabilities of the various workers can be assigned accordingly. This is an important requirement where the operations within a department differ in their nature and in the type of work to be performed, calling for varying degrees of experience, skill and dexterity on the part of the operator.

The departments of Production Scheduling, Material Control and Production Tooling must perform their functions with a view to effectively servicing the production operator. There must be a planned flow of production throughout manufacturing processes; materials should be supplied where and when needed. Adequate tools, jigs and fixtures must be provided and be maintained in proper condition for efficient use in production. Of course, all of these things should be done in any well operated plant. However, their neglect may not be readily apparent in a time-work shop, whereas, a similar condition would soon show itself in lowered effectiveness in a plant operating on incentives.

Recognizing Worker Aptitudes

We must recognize the fact that all workers are not adapted to working on the same kinds of operations.

Some will have an aptitude for fine and delicate work, other workers will be more suited to jobs of a coarser or heavier nature, while still others will have aptitudes for operations requiring degrees of mechanical skill as in the work of assembling and adjusting various mechanisms. Therefore, in a department where a great variety of these manual operations are to be performed, we can visualize the problem of the supervisor in the intelligent placement of workers to obtain the best degree of effectiveness within his department. The supervisor must be trained in this respect, if his department is to operate efficiently on standards that are established for the proper type of operator on the proper kind of job.

When workers are suited to their particular tasks we can do many things to encourage them in the attainment of their production quotas. Among these, is the matter of training in efficient work habits that improve the motion patterns and enable the worker to perform the operation without unnecessary physical effort. Then there is often the need to strengthen the confidence of the worker in his ability to reach and maintain the required amount of production. We can do this, and at the same time we can arouse his desire for achievement, by working closely with him and by showing a genuine interest in developing his ability to earn incentive wages.

Reward for Observing Requirements

We have examined a number of factors which have dominating influences over costs and over the successful application of incentives to industrial work. Also, we have reviewed some of the functional procedures involved in the effective control of those factors. It may appear from the foregoing treatment of our subject that the use of wage incentive, and more particularly the observance of the numerous requirements for its operation, may impose many added responsibilities on management personnel.

This viewpoint might be correct in situations where some or probably most of the requirements are disregarded. But, when we really analyze these requirements, I think we will agree that all of them are essentials of good management. And we all know that there is no royal road to that achievement.

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BUSINESS PATTERN

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

IN JUNE, as the first full year of the Korean war drew to a close, general business activity in Connecticut, at an estimated 55% above normal, was twenty-eight percentage points above a year ago and at the highest level since World War II. A comparison of the first six months of this year with the corresponding period of 1950 shows that the general business index averaged +49% this year against +21% last year. The revised United States index* of industrial activity is estimated at 19% above normal in June, one point below the preceding month. During the first half of 1951 the National index averaged +19% compared with +11% in the same months of last year.

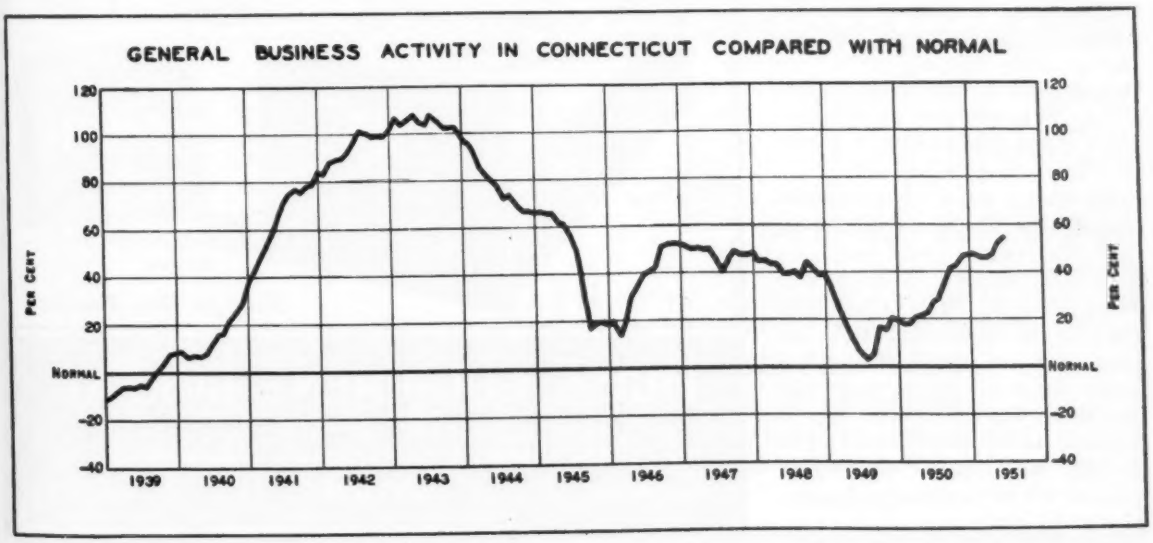
The June index of manhours worked in Connecticut factories rose two points to an estimated 70% above normal. From January through June of this year the manhour index advanced twelve points and averaged 64% above normal. In the same period of last year, prior to the outbreak in Korea the index showed a variation of only six points while averaging +25%. Since the beginning of last year average hours worked in Connecticut factories have risen significantly with most of the change occurring in the second half of 1950. The following table shows by quarters the changes in this state throughout the last year and a half:

Quarter Ending		*Average Hours Worked*
December	1949	40.6
March	1950	40.6
June	1950	41.1
September	1950	42.8
December	1950	43.3
March	1951	43.0
June	1951	42.8

The index of employment in Connecticut factories advanced one percentage point to 44% above normal in June. The average for the first half of this year was +41% as compared with +22% for the like months of 1950. The total number of people employed in this state is now greater than ever before. Non-agricultural employment totaled 821,000 in June, an increase of 62,000, or 8%, over the corresponding month of last year. During the same period manufacturing employment rose from 367,000 to 418,000, an increase of 14% and non-manufacturing employment advanced from 392,000 to 403,000, a gain of 3%.

Because of vacation shutdowns in many Connecticut plants, unemployment, as measured by the number of claims for unemployment insurance benefits, which had been running about 17,000 per week during June, rose to an average of nearly 25,000 in the first two weeks of July. During the same two-week period of 1950 claims on file averaged 35,000.

The June index of construction work in progress in Connecticut is estimated at 101% above normal, the same as the previous month. The sharp influence of the war on business activity is particularly noticeable in the building industry. In the twelve month period following the start of the Korean war the construction index averaged 103% above normal whereas during the year ending in June 1950 the average was +37%. The volume

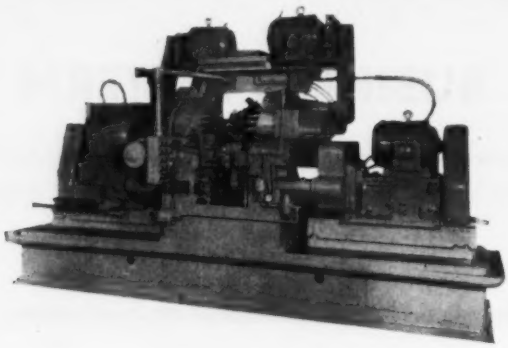


of building contracts placed, which had started to taper off somewhat from the peak of a year ago, shot up again in May of this year as contracts were awarded for 1,605,000 square feet of residential building, the most since last August, and 1,771,000 square feet of non-residential, the highest monthly figure on record.

The number of new corporations formed and business failures since the beginning of 1949 indicates that so far the Korean war has not produced any substantial change in business development in Connecticut. During the first six months of 1949 about 690 new corporations were formed in this state. In the same period of 1950, just preceding the outbreak in Korea, the corresponding figure was 790. This year between January and June 660 new businesses were started which is somewhat less than last year but comparable with the first half of 1949. Business failures increased from 250 in the first six months of 1949 to 300 in the same months of last year. In the first half of this year failures totaled 290 having continued at about the same level as in 1950.

Wholesale prices, which have tended to fall off slightly in recent months are continuing in that direction. The wholesale commodity index (1926 = 100), compiled by the Bureau of Labor Statistics, declined from 183.6 and 182.4 at the last week of April and May, respectively, to 180.8 on June 30. The cost of living leveled out somewhat in recent months and eased off in June to register the first decline since February, 1950. The Bureau's consumers' price index (1935 -39 = 100), recorded at 184.6 on April 15 and 185.4 on May 15, receded to 185.2 by the middle of June.

*The United States index has been restated in relation to a revised "Normal" line (i.e., long term trend), the level and increment of which since about 1940 are substantially higher than for the trend heretofore in use. As a result the revised index is currently about 15 points lower than previously. The Connecticut index is currently under analysis with regard to long term trend and any indicated revision will be published on completion of the study.



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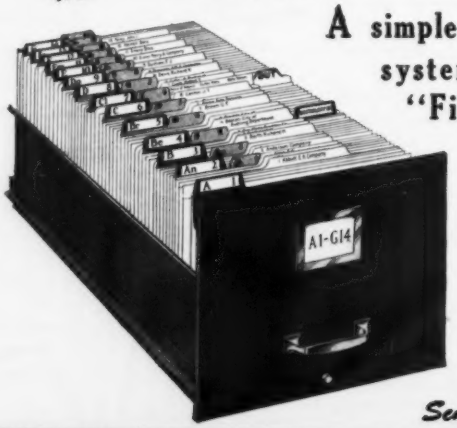

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PROGRESS REPORT

Seems there's something new every day at G. F. Sweet & Co. We have a newly appointed vice president (Jack Bray) who serves our new Humphreys Medicine Co. and Burr Nursery accounts. And there are three more new accounts which will be handled by another new V. P. (Foster Perry). They are: Silver City Glass Co., Frank Smith Silver Co. and The Waterbury Tool Division of Vickers Incorporated. A new Traffic Manager has also joined our staff to see to it that all accounts get plenty of service *within* the agency, too. We're growing. We'd like to help you grow. If you'd like a detailed background of our agency we can give it to you by phone, letter, or in person. *G. F. Sweet & Co., Inc., 3 Lewis St. in Hartford. Telephone: 5-3411.*

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(Advertisement)

Accounting Forms
Baker-Goodyear Co The — New Haven

Accounting Machines
Underwood Corporation — Bridgeport

Adding Machines
Underwood Corporation — Bridgeport

Advertising Specialties
H C Cook Co The 32 Beaver St — Ansonia
Waterbury Companies Inc — Waterbury

Advertising Novelties
Gilman Brothers Company The (advertising pot-holders) — Gilman

Aero Webbing Products
Russell Mfg Co — Middletown

Air Compressors
Airline Manufacturing Company The — Warehouse Point
Spencer Turbine Co The — Hartford

Air Conditioning
Norwalk Airconditioning Corp The (forced air heating units oil fired) — South Norwalk

Air Impellers
The Torrington Manufacturing Co — Torrington

Aircraft
Sikorsky Aircraft Division United Aircraft Corporation (helicopters) — Bridgeport

Aircraft Accessories
Chandler Evans Division Niles-Bement-Pond Co (jet engine accessories, aircraft carburetors, fuel pumps, water pumps and Protek plugs) — West Hartford
Warren McArthur Corp (Airplane Seatings) — Bantam

Aircraft Instruments
Gorn Electric Company Inc — Stamford

Aircraft—Repair & Overhaul
Airport Department Pratt & Whitney Aircraft Division — Rentschler Field East Hartford
United Airports Div United Aircraft Corp — Rentschler Field East Hartford

Air Ducts
Wiremold Co The (Retractable) — Hartford

Air Heaters—Direct Fired
Peabody Engineering Corporation — Stamford

Aluminum Castings
Eastern Malleable Iron Company The — Naugatuck
Newton-New Haven Co 688 Third Avenue — West Haven
Charles Parker Company The — Meriden

Aluminum Forgings
Scovill Manufacturing Company — Waterbury 91

Aluminum Ingots
Lapides Metals Corp — New Haven

Aluminum—Sheets & Coils
United Smelting & Aluminum Co Inc — New Haven

Ammunition
Remington Arms Co Inc and Peters Cartridge Div — Bridgeport
Winchester Repeating Arms Company Division Olin Industries Inc — New Haven

Anodizing
Conn Metal Finishing Co — Hamden

Anodizing—Aluminum
All Brite Chemical Co (also coloring) — Oakville

Apparel Fabrics—Woolen & Worsted
Broad Brook Company — Broad Brook

Artificial Leather
Permatex Fabrics Corp The — Jewett City

Asbestos
Auburn Manufacturing Company The (gaskets, packings, wicks) — Middletown
Raybestos Div of Raybestos-Manhattan Inc The (brake linings, clutch facings, sheet packing and wick) — Bridgeport

Asbestos & Rubber Packing
Colt's Manufacturing Company — Hartford

Assemblies—Small
Greist Manufacturing Co The — New Haven
Han-Dee Spring and Manufacturing Co The (Small) — Hartford
J H Sessions & Son — Bristol
Wallace Barnes Co The Div Associated Spring Corp — Bristol

Auto Cable Housing
Wiremold Company The — Hartford

Automatic Control Instruments
Bristol Co The (temperature, pressure, flow, humidity, time) — Waterbury

Automobile Accessories
Kilborn-Sauer Company (lights and other accessories) — Fairfield
Raybestos Div of Raybestos-Manhattan Inc The (brake lining, rivet brass, clutch facings, packing) — Bridgeport

Automotive Bodies
Metropolitan Body Company — Bridgeport

Automotive Friction Fabrics
Russell Mfg Co The — Middletown

Automotive Parts
Eis Manufacturing Co (Hydraulic and Mechanical) — Middletown

Automotive & Service Station Equipment
Raybestos Div of Raybestos-Manhattan Inc The (brake service machinery) — Bridgeport
Scovill Manufacturing Company (Canned Oil Dispensers) — Waterbury 91

Automotive Tools
Eis Manufacturing Company — Middletown

Badges and Metals
Waterbury Companies Inc — Waterbury

Bags—Paper
American Paper Goods Company The — Kensington

Bakelite Moldings
Watertown Mfg Co The — Watertown

Balls
Abbott Ball Co The (steel bearing and burnishing) — Hartford
Hartford Steel Ball Co The (steel bearing and burnishing, brass, bronze, monel, stainless aluminum) — Hartford
Kilian Steel Ball Corp The — Hartford

Banbury Mixers
Farrel-Birmingham Company Inc — Ansonia

Barrels
Abbott Ball Co The (burnishing and tumbling) — Hartford
Hartford Steel Ball Co The (tumbling) — Hartford

Bathroom Accessories
Autoyre Company The — Oakville
Charles Parker Co The — Meriden

Bath Tubs
Dextone Company — New Haven

Batteries
Bond Electric Corporation Division of Olin Industries Inc (flashlight, radio, hearing aid and others) — New Haven
Winchester Repeating Arms Co Division of Olin Industries Inc (flashlight, radio, hearing aid and others) — New Haven

Beads and Buttons
Waterbury Companies Inc (metal) — Waterbury

Bearings
Fafnir Bearing Co. (ball) — New Britain
New Departure Div of General Motors (ball) — Bristol
Norma-Hoffmann Bearings Corp (ball and roller) — Stamford

Bellows
Bridgeport Thermostat Company Inc (metallic) — Bridgeport

Bellows Assemblies
Bridgeport Thermostat Company Inc — Bridgeport

Bellows Shaft Seal Assemblies
Bridgeport Thermostat Company Inc — Bridgeport

Bells
Bevin Brothers Mfg Co — East Hampton
Gong Bell Co The — East Hampton
Gaynor Electric Company Inc (and buzzers) — Bridgeport
N N Hill Brass Co The — East Hampton

Belt Fasteners
Bristol Company The — Waterbury
Saling Manufacturing Company (patented self-aligning) — Unionville

Belting
Hartford Belting Co — Hartford
Russell Mfg Co The — Middletown
Thames Belting Co The — Norwich

Bends—Pipe or Tube
National Pipe Bending Co The — 160 River St New Haven

Bent Wood Products
Sorensen & Peters Inc — Pawcatuck

Bicycle Coaster Brakes
New Departure Div General Motors Corp — Bristol

Bicycle Sundries
New Departure Div General Motors Corp — Bristol

Binders Board
Colonial Board Company — Manchester

Biological Products
Ernst Bischoff Company Inc — Ivoryton

Blacking Salts for Metals
Mitchell-Bradford Chemical Co — Bridgeport

Blades
Capewell Manufacturing Company Metal Saw Division (hack saw and band saw) — Hartford

Blankets—Automatic
General Electric Company — Bridgeport

Bleaching, Dyeing, Printing & Finishing
Glasgo Finishing Co The — Glasgo
United States Finishing Company The (textile fabrics) — Norwich

Blocks
Howard Company (cupola fire clay) — New Haven

Blower Fans
Colonial Blower Company — Plainville
Spencer Turbine Co The — Hartford

Blower Systems
Colonial Blower Company — Plainville
Ripley Co — Middletown

Blueprints and Photostats
Joseph Merritt & Co — Hartford

Boilers
Bigelow Co The — New Haven
Petroleum Heat & Power Co (domestic only) — Stamford

Bolts and Nuts
Blake & Johnson Co The (nuts machine screw-bolts, stove) — Waterville
Clark Brothers Bolt Co — Milldale
O K Tool Co Inc The (T-Slot) — 33 Hull St Shelton

Bonderizing
Clairglow Mfg Company — Portland

Bottle Openers
Scovill Mfg Co (steel, anodized aluminum) — Waterbury

Box Board
Lydall & Foulds Paper Co The — Manchester
National Folding Box Co Inc — New Haven
New Haven Pulp & Board Co — New Haven
Robertson Paper Box Co — Montville
Gair Company Inc Robert — Montville

Boxes
Airline Manufacturing Company (steel cash, bond, security and small boxes) — Warehouse Point
Clairglow Mfg Company (metal) — Portland
Connecticut Container Corporation — New Haven
Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes) — Durham
Gair Company Inc Robert (corrugated and solid fibre shipping containers) — Montville

Boxes and Crates
City Lumber Co of Bridgeport Inc The — Bridgeport

Boxes—Paper—Folding
Atlantic Carton Corp — Norwich
Bridgeport Paper Box Co — Bridgeport
Carpenter-Hayes Paper Box Co Inc The — East Hampton
Folding Cartons Incorporated (paper, folding) — Versailles
M S Dowd Carton Co — Groton
National Folding Box Co Inc (paper folding) — New Haven
New Haven Pulp & Board Co The — New Haven
Robertson Paper Box Co — Montville
Gair Company Inc Robert — Montville
S Curtis & Sons Inc — Sandy Hook
Warner Brothers Company The — Bridgeport

Boxes—Paper—Setup
Bridgeport Paper Box Co — Bridgeport
Heminway Corporation The — Waterbury
Strouse Adler Company The — New Haven

(Advt.)

Braided Fiberglass Sleeving
Ansonia Mills Inc — Ansonia

Brake Cables
Eis Manufacturing Co — Middletown

Brake Linings
Raybestos Div of Raybestos-Manhattan Inc The (automotive and industrial) — Bridgeport
Russell Mfg Co The — Middletown

Brake Service Parts
Eis Manufacturing Co — Middletown

Brass & Bronze
American Brass Co The (sheet, wire, rods, tubes) — Waterbury
Bridgeport Brass Company (sheet, rod, wire and tubing) — Bridgeport
Bristol Brass Corp The (sheet, wire, rods) — Bristol
Chase Brass & Copper Co — Waterbury
Miller Company The (phosphor bronze and brass in sheets, strips, rolls) — Meriden
Plume & Atwood Mfg Co The (sheet, wire, rod) — Thomaston
Scovill Manufacturing Company — Waterbury 91
Tinsheet Metals Co The (sheets and rolls) — Waterbury
Western Brass Mills Division of Olin Industries Inc (sheet, strip) — New Haven

Brass & Bronze Ingot Metal
Plume & Atwood Mfg Co The — Thomaston
Whipple and Choate Company The — Bridgeport

Brass, Bronze, Aluminum Castings
Charles Parker Company The — Meriden
Victors Brass Foundry Inc — Guilford

Brass Goods
American Brass Company The — Waterbury
Plume & Atwood Mfg Co The (to order) — Waterbury
Rostand Mfg Co The (Ecclesiastical Brass Wares) — Milford
Scovill Manufacturing Company (to order) — Waterbury 91
Western Brass Mills Division of Olin Industries Inc (to order) — New Haven

Brass Mill Products
American Brass Company The — Waterbury
Bridgeport Brass Co — Bridgeport
Chase Brass & Copper Co — Waterbury
Plume & Atwood Mfg Co The — Thomaston
Scovill Manufacturing Company — Waterbury 91
Western Brass Mills Division of Olin Industries Inc — New Haven

Brass Wall Plates
Gaynor Electric Company Inc — Bridgeport

Brick-Building
Donnelly Brick Co The — New Britain

Bricks—Fire
Howard Company — New Haven

Bright Wire Goods
Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C H Hooks) — New Haven

Broaching
Hartford Special Machinery Co The — Hartford

Brooms—Brushes
Fuller Brush Co The — Hartford

Buckles
B Schwanda & Sons — Staffordville
G E Prentice Mfg Co The — Kensington
Hatheway Mfg Co The (Dee Rings) — Bridgeport
Hawie Mfg Co The — Bridgeport
John M Russell Mfg Co Inc — Naugatuck
North & Judd Manufacturing Co — New Britain
Patent Button Co The — Waterbury

Buffing Compounds
Roberts Rouge Co The — Stratford

Buffing & Polishing Compositions
Apothecaries Hall Co — Waterbury
Lea Mfg Co — Waterbury

Buffing Wheels
Williamsville Buff Div The Bullard Clark Company — Danielson

Burners
Plume & Atwood Mfg Co The (kerosene oil lighting) — Waterbury

Burners—Automatic
Peabody Engineering Corporation — Stamford

Burners—Coal and Oil
Peabody Engineering Corporation (Combined) — Stamford

Burners—Gas
Peabody Engineering Corporation (Blast Furnace) — Stamford

Burners—Gas and Oil
Peabody Engineering Corporation (Combined) — Stamford

Burners—Refinery
Peabody Engineering Corporation (For Gas and Oil) — Stamford

Burs
Pratt & Whitney Div Niles-Bement-Pond Co — West Hartford

Buttons
B Schwanda & Sons — Staffordville
L C White Company The — Waterbury
Frank Parizek Manufacturing Co The — West Willington
Patent Button Co The — Waterbury
Scovill Manufacturing Company (Uniform and Tack Fasteners) — Waterbury 91
Waterbury Companies Inc (Uniform and Fancy Dress) — Waterbury

Cabinets
Charles Parker Co The (medicine) — Meriden

Cabinet Work
Hartford Builders Finish Co — Hartford

Cable—Asbestos Insulated
Rockbestos Products Corp — New Haven

Cable—BX Armored
General Electric Company — Bridgeport

Cable—Nonmetallic Sheather
General Electric Company — Bridgeport

Cable—Service Entrance
General Electric Company — Bridgeport

Cages
Andrew B Hendryx Co The (bird and animal) — New Haven

Cams
American Cam Company Inc — Hartford
Hartford Special Machinery Co The — Hartford
Rowbottom Machine Company Inc — Waterbury

Canvas Products
F B Skiff Inc — Hartford

Capacitors
Electro Motive Mfg Co Inc The (mica & trimmer) — Willimantic

Card Clothing
Standard Card Clothing Co The (for textile mills) — Stafford Springs

Carpenter's Tools
Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vises) — New Haven

Carpet Cushion
Sponge Rubber Products Co Inc — Shelton

Carpets and Rugs
Bigelow-Sanford Carpet Co — Thompsonville

Casters
Bassick Company The (Industrial and General) — Bridgeport

Casters—Industrial
George P Clark Co — Windsor Locks

Castings
Bradley & Hubbard Mfg Co The (grey iron, brass, bronze, aluminum) — Meriden
Connecticut Foundry Co (grey iron) — Rocky Hill
Connecticut Malleable Castings Co (malleable iron castings) — New Haven
Charles Parker Company The (grey iron, brass, bronze, aluminum) — Meriden
Eastern Malleable Iron Company The (malleable iron, metal and alloy) — Naugatuck
Farrel-Birmingham Company Inc (Meehanite, Nodular Iron, Steel) — Ansonia
Gillette-Vibber The (grey iron, brass, bronze, aluminum, also Bronze Bushing Stock) — New London
Plainville Casting Company (gray, alloy and high tensile irons) — Plainville
Revere Corporation of America (precision investment) — Wallingford
John M Russell Mfg Co Inc (brass, bronze and aluminum) — Naugatuck
Malleable Iron Fittings Co (malleable iron and steel) — Branford
McLagon Foundry Co (grey iron) — New Haven
Newton-New Haven Co (zinc and aluminum) — 688 Third Ave West Haven
Philbrick-Booth & Spencer Inc (grey iron) — Hartford
Scovill Manufacturing Company (Brass & Bronze) — Waterbury 91
Sessions Foundry Co The (grey iron) — Bristol
Union Mfg Co (grey iron & semi steel) — New Britain
Waterbury Foundry Company The (highway & sash weights) — Waterbury
Wilcox Crittenden & Co Inc (gray iron and brass) — Middletown

Castings—Permanent Mould
Bradley & Hubbard Mfg Co The (zinc and aluminum) — Meriden
Charles Parker Company The — Meriden

Chain
John M Russell Mfg Co Inc — Naugatuck

Chain—Welded and Weldless
Bridgeport Chain & Mfg Co — Bridgeport

Chain—Bead
Bead Chain Mfg Co The — Bridgeport
H G H Products Co Inc — Shelton

Chemical Manufacturing
Carwin Company The — North Haven

Chemicals
American Cyanamid Company — Waterbury
Apothecaries Hall Co — Waterbury
Carwin Company The — North Haven
Edcan Laboratories — South Norwalk
Macalaster Bicknell Company — New Haven
MacDermid Incorporated — Waterbury
Naugatuck Chemical Division United States Rubber Co — Naugatuck
New England Lime Company — Canaan
Pfizer & Co Inc Chas — Groton

Chemicals—Agriculture
Naugatuck Chemical Division United States Rubber Co (insecticides, fungicides, weed killers) — Naugatuck

Chemicals—Aromatic
Naugatuck Chemical Division United States Rubber Co — Naugatuck

Chemicals—Rubber
Robert J King Company Inc The — Norwalk

Christmas Light Clips
Foursome Manufacturing Company (various sizes and styles) — Bristol

Chromium Plating
Chromium Corp of America — Waterbury
Chromium Process Company The — Shelton
Nutmeg Chrome Corporation — Hartford

Chucks
Cushman Chuck Co The — Hartford
Union Manufacturing Company — New Britain

Chucks & Face Plate Jaws
Union Mfg Co — New Britain

Chucks—Power Operated
Cushman Chuck Co The — Hartford
Union Manufacturing Company — New Britain

Clay
Howard Company (Fire Howard "B" and High Temperature Dry) — New Haven

Cleansing Compounds
MacDermid Incorporated — Waterbury

Clock Mechanisms
Lux Clock Mfg Co The — Waterbury

Clocks
E Ingraham Co The — Bristol
Seth Thomas Clocks — Thomaston
United States Time Corporation The — Waterbury

Clocks—Alarm
Lux Clock Mfg Co The — Waterbury
William L Gilbert Clock Corporation The — Winsted

Clocks—Automatic Cooking
Lux Clock Mfg Co The — Waterbury

Clutches
Snow-Nabstedt Gear Corp The — New Haven

Clutch Facings
Russell Mfg Co The — Middletown

Clutch—Friction
Raybestos Div of Raybestos-Manhattan Inc The clutch facings—molded, woven, fabric, metallic) — Bridgeport

Coffee Makers
General Electric Company — Bridgeport

Coils—Pipe or Tube
National Pipe Bending Co The — 160 River St New Haven
Whitlock Manufacturing Co The — Hartford

Coin Tokens
Waterbury Companies Inc — Waterbury

Commercial Heat Treating
A F Holden Company The — 52 Richard St West Haven

Commercial Truck Bodies
Metropolitan Body Company — Bridgeport

Comparators
Pratt & Whitney Div Niles-Bement-Pond Co (Electro-limit and Air-O-Limit) — West Hartford

Compressors
Norwalk Company Inc (high pressure air and gas) — South Norwalk

Concrete Products
Plastricrete Corp — Hamden

Cones
Sonoco Products Co (Climax-Lowell Div) (Paper) — Mystic

Consulting Engineers
Stanley P Rockwell Co Inc The (Consulting) — 296 Homestead Ave Hartford
(Advt.)

Continuous Mill Gages
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Contract Machining
Malleable Iron Fittings Company Branford

Contract Manufacturers
Greist Mfg Co The (metal parts and assemblies) 503 Blake St New Haven
Merriam Mfg Co (production runs—metal boxes and containers to specifications) Durham
Plume & Atwood Mfg Co The (metal parts & assemblies) Waterbury
Scovill Manufacturing Company (metal parts and assemblies) Waterbury 91
J H Sessions & Son Bristol

Controllers
Bristol Company The Waterbury
Manning Maxwell & Moore Inc Bridgeport

Conveyor Systems
Leeds Electric and Mfg Co The Hartford
Production Equipment Co Meriden

Copper
American Brass Corp The (sheet, wire, rods, tubes) Waterbury
Bridgeport Brass Company (sheet, rod, wire and tubing) Bridgeport
Bristol Brass Corp The (sheet) Bristol
Chase Brass & Copper Co (sheet, rod, wire tube) Waterbury
Thinsheet Metals Co The (sheets and rolls) Waterbury
Western Brass Mills Division of Olin Industries Inc (sheet, strip) New Haven

Copper Sheets
American Brass Company The Waterbury
New Haven Copper Co The Seymour

Copper Shingles
New Haven Copper Co The Seymour

Copper Water Tube
American Brass Company The Waterbury
Bridgeport Brass Co Bridgeport

Cords—Asbestos
General Electric Company Bridgeport

Cords—Braided
General Electric Company Bridgeport

Cords—Heater
General Electric Company Bridgeport

Cords—Portable
General Electric Company Bridgeport

Cord Sets
General Electric Company Bridgeport

Cork Cots
Sonoco Products Co (Climax-Lowell Div) Mystic

Corrugated Box Manufacturers
Connecticut Container Corporation New Haven
Danbury Square Box Co The Danbury

Corrugated Shipping Cases
Connecticut Container Corporation New Haven
Connecticut Corrugated Box Div Robert Gair Co Inc Portland
D L & D Container Corp 87 Shelton Ave New Haven

Cosmetic Containers
Evelet Specialty Co The Waterbury
Plume & Atwood Mfg Co The (metal) Waterbury

Cosmetics
J B Williams Co The Glastonbury
Northam Warren Corporation Stamford

Cotton and Asbestos Wicking
Bland Burner Co The Hartford

Cotton Yarn
Floyd Cranska Co The Moosup

Counting Devices
Veeder-Root Inc Hartford

Couplings—Self-Sealing
Sperry Products Inc Danbury

Cranes and Conveyors
I-B Engineering Sales Co New Haven

Crushers
Farrel-Birmingham Company Inc (Stone and Ore) Ansonia

Cups—Paper
American Paper Goods Company The ("Puritan") Kensington

Cut Stone
Dextone Co The New Haven

Cutters
Barnes Tool Company The (pipe cutters, hand) New Haven
O K Tool Co Inc The (inserted tooth milling) 33 Hull St Shelton
Pratt & Whitney Div Niles-Bement-Pond Co (Milling Cutters all types) West Hartford

Delayed Action Mechanism
M H Rhodes Inc Hartford
R W Cramer Company Inc The Centerbrook

Diamonds—Industrial
Diamond Tool and Die Works Hartford

Dictating Machines
Dictaphone Corporation Bridgeport
Gray Manufacturing Company The Hartford
Soundscriber Corporation The New Haven

Die Castings
Newton-New Haven Co Inc New Haven

Die Casting Dies
ABA Tool & Die Co Manchester
Parker Stamp Works Co The Hartford
Weimann Bros Mfg Co The Derby

Die Castings (Aluminum & Zinc)
Corbin Cabinet Lock Div American Hardware Corp New Britain
Stewart Die Casting Div Stewart Warner Corp Bridgeport

Die Castings—Zinc
Charles Parker Company The Meriden

Die-Heads—Self Opening
Eastern Machine Screw Corp The Truman & Barclay Sts New Haven

Die Polishing Machinery
Hartford Special Machinery Co The Hartford

Die Sets
Pratt & Whitney Div Niles-Bement-Pond Co (Precision) West Hartford
Union Mfg Co (precision, steel and semi-steel) New Briatin

Dies
Hoggson & Pettis Mfg Co The 141 Brewery St New Haven
Parker Stamp Works Inc The (plastics and die castings) Hartford
Pratt & Whitney Div Niles-Bement-Pond Co (Duocone Dies) West Hartford

Die Sinkers
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Dies and Die Sinking
Consolidated Industries West Cheshire

Dish Drying Machines
Colt's Manufacturing Company Hartford

Dish Washing Machines
Colt's Manufacturing Company Hartford

Disk Harrows
Orkil Inc—Cutaway Harrow Division Higganum

Door Closers
P & F Corbin Division The American Hardware Corp New Britain
Sargent & Company New Haven
Yale & Towne Manufacturing Company The Stamford

Dowel Pins
Allen Manufacturing Co The Hartford
Holo-Krome Screw Corp The West Hartford

Drafting Accessories
Joseph Merritt & Co Hartford

Drilling Machines
Henry & Wright Division of Hartford-Empire Company Hartford
Pratt & Whitney Div Niles-Bement-Pond Co (Deep Hole) West Hartford

Drilling and Tapping Machinery
Hartford Special Machinery Co The Hartford

Drop Forgings
Atwater Mfg Co Plantsville
Bridgeport Hdwe Mfg Corp The Bridgeport
Capewell Mfg Company Hartford
Consolidated Industries West Cheshire
Wilcox Crittenden & Co Inc Middletown

Druggists' Rubber Sundries
Seamless Rubber Company The New Haven

Duplicating Machines—Automatic
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Elastic Braid
Ansonia Mills Inc Ansonia

Elastic Webbing
Ansonia Mills Inc Ansonia
Russell Mfg Co The Middletown

Electric Appliances
General Electric Company Bridgeport

Electric Cables
Rockbestos Products Corp (asbestos insulated) New Haven

Electric—Commutators & Segments
Cameron Elec Mfg Co The (rewinding motors) Ansonia

Electric Cord Springs
Bristol Spring Manufacturing Co Plainville

Electric Cords
Rockbestos Products Corp (asbestos insulated) New Haven

Electric Eye Control
United Cinephone Corporation Torrington

Electric Fixture Wire
Rockbestos Products Corp (asbestos insulated) New Haven

Electric Hand Irons
Winsted Hardware Mfg Co (trade mark "Durabilt") Winsted

Electric Insulation
Case Brothers Inc Manchester
Rogers Corporation The Manchester

Electric Knife Sharpeners
Gorn Electric Company Inc The Stamford

Electric Lighting Fixtures
Plume & Atwood Mfg Co The Waterbury

Electric Motor Controls
Arrow-Hart & Hegeman Electric Co The Hartford

Electrical Outlet and Switch Boxes, and Covers
General Electric Company Bridgeport

Electric Panel Boards
Federal Electric Products Co Inc Hartford

Electric Safety Switches
Federal Electric Products Co Inc Hartford

Electric Shavers
Schick Incroporated Stamford

Electric Signs
United Advertising Corp New Haven

Electric Switches
Arrow-Hart & Hegeman Electric Co The Hartford

Electric Time Controls
R W Cramer Company Inc The Centerbrook

Electric Wire
Rockbestos Products Corp (asbestos insulated) New Haven

Electric Wiring Devices
Arrow-Hart & Hegeman Electric Co The Hartford

Electrical Circuit Breakers
Federal Electric Products Co Inc Hartford

Electrical Conduit Fittings & Grounding Specialties
Gillette-Vibber Company The New London

Electrical Control Apparatus
Federal Electric Products Co Inc Hartford

Electrical Goods
A C Gilbert Co New Haven

Electrical Insulation
Stevens Paper Mills Inc The Windsor

Electrical Motors
U S Electrical Motors Inc Milford

Electrical Outlet and Switch Boxes, and Covers
General Electric Company Bridgeport

Electrical Recorders
Bristol Co The Waterbury

Electrical Relays and Controls
Allied Control Co Plantsville

Electrical Wiring Systems
Wiremold Co The Hartford

Electronics
Crystal Research Laboratories Inc Hartford
Gray Manufacturing Company The Hartford
Ripley Co Middletown

Electroplating
National Sherardizing & Machine Co Hartford
Waterbury Plating Company Waterbury

Electroplating—Equipment & Supplies
Enthone Inc New Haven
MacDermid Incorporated Waterbury

Electroplating Processes & Supplies
United Chromium Incorporated Waterbury

Electrotypes
W T Barnum & Co Inc (all classes) New Haven
New Haven Electrotype Div Electrographic Corp New Haven

Elevators
Eastern Machinery Co The (passenger and freight) New Haven
General Elevator Service Co Hartford

Enameling
Conn Metal Finishing Co Hamden
Waterbury Plating Company Waterbury

(Advt.)

Enameling and Finishing
Clairglow Mfg Co Portland

End Milling Cutters
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Engines
Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft) East Hartford
Wolverine Motor Works Inc (diesel stationary marine) Bridgeport

Envelopes
Curtis 1000 Inc Hartford
United States Envelope Company Hartford Division Hartford

Envelopes—Stock and Special
American Paper Goods Company The Kensington

Extractors—Tap
Walton Company The West Hartford

Eyelets
American Brass Company The Waterbury
L C White Company The Waterbury
Platt Bros & Co The P O Box 1030 Waterbury
Plume & Atwood Mfg Co The Waterbury
Scovill Manufacturing Company Waterbury 91

Eyelets, Ferrules and Wiring Terminals
American Brass Company The Waterbury
Waterbury Companies Inc Waterbury

Eyelet Machine Products
Ball & Socket Mfg Co The West Cheshire
American Brass Company The Waterbury
Waterville Mfg Co The (size 15 machines only) Waterville

Fabricated Alloys
Rolock Inc (Heat Treating, Finishing) Southport

Fancy Dress Buttons and Buckles
Waterbury Companies Inc Waterbury

Fans—Electric
General Electric Company Bridgeport

Fasteners—Slide & Snap
G E Prentice Mfg Co The Kensington
Scovill Manufacturing Company (snap and slide fasteners) Waterbury 91

Felt
Auburn Manufacturing Company The (mechanical, cut parts) Middletown
Drycor Felt Company (paper makers and industrial) Staffordville

Felt—All Purpose
American Felt Co (Mill & Cutting Plant) Glenville
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Fenders—Boat
Sponge Rubber Products Co Inc Shelton

Fibre Board
Case Brothers Inc Manchester
C H Norton Co The North Westchester
Rogers Corporation (Specialty) Manchester
Stevens Paper Mills Inc The Windsor

Film Spools
Watkins Manufacturing Co Inc Milford

Finger Nail Clippers
H C Cook Co The 32 Beaver St Ansonia

File Cards
Standard Card Clothing Co The Stafford Springs

Firearms
Colt's Manufacturing Company Hartford
Marlin Firearms Co The New Haven
O F Mosberg & Sons Inc New Haven
Remington Arms Company Inc Bridgeport
Winchester Repeating Arms Company Division Olin Industries Inc New Haven

Fire Hose
Fabrics Fire Hose (municipal and industrial) Sandy Hook

Fireplace Goods
American Windshield & Specialty Co The 881 Boston Post Road Milford
John P Smith Co The (screens) 423-33 Chapel St New Haven

Fireproof Floor Joists
Dextone Co The New Haven

Fireworks
M Backes' Sons Inc Wallingford

Fishing Tackle
Bevin-Wilcox Line Co The (lines) East Hampton
H C Cook Co The 32 Beaver St Ansonia
Horton Mfg Co The (reels, rods, lines) Bristol
Jim Harvey Div Local Industries Inc (nets, lures) Lakeville

Flashlights
Bond Electric Corporation Division of Olin Industries Inc New Haven
Bridgeport Metal Goods Mfg Co Bridgeport
Winchester Repeating Arms Company Division Olin Industries Inc New Haven

Flat Springs
Bristol Spring Manufacturing Co Plainville

Flexible Shaft Machines
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Floor & Ceiling Plates
Beaton & Cadwell Mfg Co The New Britain
Gaynor Electric Co Inc Bridgeport

Fluorescent Lighting Equipment
Vanderman Manufacturing Co The Willimantic
Wiremold Company The Hartford

Food Mixers—Electric
General Electric Company Bridgeport

Food Mixing Machines
Colt's Manufacturing Company Hartford

Forgings
Clark Brothers Bolt Co Milldale
Heppenstall Co (all kinds and shapes) Bridgeport
Scovill Manufacturing Company (Non-ferrous) Waterbury 91

Foundries
Connecticut Malleable Castings Co (malleable iron castings) New Haven
Farrel-Birmingham Company Inc (Iron and Steel) Ansonia
Charles Parker Company The (iron, brass, bronze, aluminum) Meriden
Plainville Casting Company (gray, alloy and high tensile irons) Plainville
Sessions Foundry Co The (iron) Bristol
Union Mfg Co (gray iron & semi steel) New Britain
Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) Middletown

Foundry Riddles
John P Smith Co The 423-33 Chapel St New Haven
Rolock Inc (brass, galvanized steel) Fairfield

Fuel Oil Pump and Heater Sets
Peabody Engineering Corporation Stamford

Furnaces
Norwalk Airconditioning Corp The (warm air oil fired) South Norwalk
W S Rockwell Company (Industrial) Fairfield

Furnace Linings
Mullite Refractories Co The Shelton

Fuses—Plug and Cartridge
General Electric Company Bridgeport

Gage Blocks
Fonda Gage Company (Fonda lifetime-carbide and steel) Stamford
Pratt & Whitney Div Niles-Bement-Pond Co (Alloy steel and Carbide, Hoke and USA) West Hartford

Galvanizing
Malleable Iron Fittings Co Branford
Wilcox Crittenden & Co Inc Middletown

Galvanizing & Electrical Plating
Gillette-Vibber Co The New London

Gaskets
Auburn Manufacturing Company The (from all materials) Middletown
Raybestos Div of Raybestos-Manhattan Inc The Bridgeport

Gas Range Conversion Burner
Holyoke Heater Corp of Conn., Inc Hartford

Gas Scrubbers, Coolers and Absorbers
Peabody Engineering Corporation Stamford

Gauges
Bristol Co The (pressure and vacuum—recording automatic control) Waterbury
Fonda Gage Company (special) Stamford
Helicoid Gage Division American Chain & Cable Co The (pressure and vacuum) Bridgeport
Manning Maxwell & Moore Inc Stratford
Pratt & Whitney Div Niles-Bement-Pond Co (Precision Measurement, all types) West Hartford

Gears and Gear Cutting
Farrel-Birmingham Company Inc Ansonia
Hartford Special Machinery Co The Hartford

Glass Blowing
Macalaster Bicknell Company New Haven

Glass Cutters
Fletcher-Terry Co The Forestville

Golf Equipment
Horton Mfg Co The (clubs, shafts, balls, bags) Bristol

Greeting Cards
A D Steinbach & Sons Inc New Haven

Grinding
Centerless Grinding Co Inc The (Precision custom grinding; centerless, cylindical, surfaces, internal and special) 19 Staples St Bridgeport
Farrel-Birmingham Company Inc (Roll and Cylindrical) Ansonia
Hartford Special Machinery Co The (gears, threads, cams and splines) Hartford

Grinding Machines
Farrel-Birmingham Company Inc (Roll) Ansonia
Pratt & Whitney Div Niles-Bement-Pond Co (Surface, Die, Gear and Cutter Grinders) West Hartford
Rowbottom Machine Company Inc (cam) Waterbury

Grommets
American Brass Company The Waterbury
Plume & Atwood Mfg Co The Waterbury

Hand Tools
Bridgeport Hdwe Mfg Corp The (nail pullers, scout axes, box opening tools, trowels, coping saws, putty knives) Bridgeport
James J Ryan Tool Works The (screwdrivers, machinists' punches, cold chisels, scratch awls and nail sets) Southington

Hardness Testers
Wilson Mechanical Instrument Div American Chain & Cable Company Inc Bridgeport

Hardware
Bassick Company The (Automotive) Bridgeport
P & F Corbin Division The American Hardware Corp (builders) New Britain
Sargent & Company New Haven
Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown
Yale & Towne Manufacturing Company The (builders) Stamford

Hardware—Marine & Bus
Rostand Mfg Co The Milford

Hardware—Trailer Cabinet
Excelsior Hardware Co The Stamford

Hardware, Trunk & Luggage
Corbin Cabinet Lock Div American Hardware Corp New Britain
J H Sessions & Son Bristol
Yale & Towne Manufacturing Company The Stamford

Hat Machinery
Doran Bros Inc Danbury

Health Surgical & Orthopedic Supports
Berger Brothers Company The (custom made for back, breast, and abdomen) New Haven

Heat Exchangers
Whitlock Manufacturing Co The Hartford

Heat Elements
Safeway Heat Elements Inc (woven wire resistance type) Middletown

Heat Treating
A F Holden Co The 52 Richard St West Haven
Bennett Metal Treating Co The 1945 New Britain Ave Elmwood
Driscoll Wire Company The Shelton
New Britain-Gridley Machine Division The New Britain Machine Co New Britain
Stanley P Rockwell Co Inc The 296 Homestead Ave Hartford

Heat-Treating Equipment
A F Holden Company The 52 Richard Street West Haven (Main Plant)
Autoyre Company The Oakville
Rolock Inc (Baskets, Muffles, etc.) Southport
Stanley P Rockwell Co Inc The (commercial) 296 Homestead Ave Hartford
Wallace Barnes Co The Div Associated Spring Corp Bristol

Heat Treating Salts and Compounds
A F Holden Company The 52 Richard Street West Haven
Mitchell-Bradford Chemical Co Bridgeport

Heating Apparatus
Miller Company The (domestic oil burners and heating devices) Meriden

Heating and Cooling Coils
G & O Manufacturing Co New Haven

Heavy Chemicals
Naugatuck Chemical Division United States Rubber Co (sulphuric, nitric and muriatic acids and aniline oil) Naugatuck

Hex-Socket Screws
Bristol Company The Waterbury
Holo-Krome Screw Corp The West Hartford

Highway Guard Rail Hardware
Malleable Iron Fittings Co Branford

Hinges
Homer D Bronson Company Beacon Falls (Advt.)

Hobs and Hobbings
ABA Tool & Die Co — Manchester
Pratt & Whitney Div Niles-Bement-Pond Co (Die and Thread Milling) — West Hartford

Hoists
J-B Engineering Sales Co — New Haven

Hoists and Trolleys
Union Mfg Company — New Britain

Home Laundry Equipment
General Electric Company — Bridgeport

Hose Supporters
Ansonia Mills Inc — Ansonia

Hose Supporter Trimmings
Hawie Mfg Co The (So-Lo Grip Tabs) — Bridgeport

Hospital Signal Systems
Connecticut Telephone & Electric Division of Great American Industries Inc — Meriden

Hot Water Heaters
Petroleum Heat & Power Co (Instantaneous domestic oil burner) — Stamford

Hydraulic Brake Fluids
Eis Manufacturing Co — Middletown

Hydraulic Controls
Sperry Products Inc — Danbury

Industrial Finishes
Atlas Powder Co Zapon Div — Stamford
Chemical Coatings Corporation — Rocky Hill
United Chromium Incorporated — Waterbury

Industrial and Masking Tapes
Seamless Rubber Company The — New Haven

Infra-Red Equipment
Leeds Electric and Mfg Co The — Hartford

Insecticides
American Cyanamid Company — Waterbury
Darworth Incorporated ("Coracide" DDT Dispenser) — Simsbury

Insecticide Bomb
Bridgeport Brass Company (Aer*a*sol) — Bridgeport

Insulated Wire & Cable
Kerite Company The — Seymour

Instruments
Bristol Company The — Waterbury
J-B-T Instruments Inc (Electrical and Temperature) — New Haven
Manning Maxwell & Moore Inc — Bridgeport
Pratt & Whitney Div Niles-Bement-Pond Co (Precision Measuring) — West Hartford

Insulation
Gilman Brothers Co The — Gilman

Insulating Refractories
Mullite Refractories Co The — Shelton

Insulating Tape
Ansonia Mills Inc — Ansonia

Inter-Communications Equipment
Connecticut Telephone & Electric Division of Great American Industries Inc — Meriden

Interval Timers
Lux Clock Manufacturing Company — Waterbury
Rhodes Inc M H — Hartford

Ironing Machines—Electric
General Electric Company — Bridgeport

Jacquard
Case Brothers Inc — Manchester

Japanning
J H Sessions & Son — Bristol

Jig Borer
Moore Special Tool Co (Moore) — Bridgeport
Pratt & Whitney Div Niles-Bement-Powd Co — West Hartford

Jig Grinder
Moore Special Tool Co (Moore) — Bridgeport
Pratt & Whitney Div Niles-Bement-Pond Co — West Hartford

Jointing
Raybestos Div of Raybestos-Manhattan Inc The (compressed sheets) — Bridgeport

Keller Machines
Pratt & Whitney Div Niles-Bement-Pond Co — West Hartford

Key Blanks
Corbin Cabinet Lock Div American Hardware Corp — New Britain
Sargent & Company — New Haven
Yale & Towne Manufacturing Company The — Stamford

Labels
J & J Cash Inc (Woven) — South Norwalk
Naugatuck Chemical Division United States Rubber Co (for rubber articles) — Naugatuck

Label Moisteners
Better Packages Inc — Shelton

Laboratory Equipment
Eastern Industries Inc — New Haven

Laboratory Supplies
Macalaster Bicknell Company — New Haven

Laces
Wilcox Lace Corp The — Middletown

Laces and Nettings
Wilcox Lace Corporation The — Middletown

Lacquers & Synthetic Enamels
Atlas Powder Co Zapon Div — Stamford
Chemical Coatings Corporation — Rocky Hill
Dagmar Chemical Company Inc — Glenbrook
United Chromium Incorporated — Waterbury

Ladders
A W Flint Co — 196 Chapel St New Haven

Lamps
Plume & Atwood Mfg Co The (metal oil) — Waterbury

Lampholders—Incandescent and Fluorescent
General Electric Company — Bridgeport

Lamp Shades
Verplex Company The — Essex

Lathes—Contin-U-Matic
Bullard Company The (vertical multi-spindle-continuous turning type) — Bridgeport

Lathes—J0H Man-Au-Trol
Bullard Company The (horizontal 3 spindle) — Bridgeport

Lathes—Mult-Au-Matic
Bullard Company The (vertical multi-spindle-indexing type) — Bridgeport

Lathes—Toolroom and Automatic
Pratt & Whitney Div Niles-Bement-Pond Co — West Hartford

Lathes—Vertical Turret
Bullard Company The (single spindle) — Bridgeport

Laundry Roll Covers
Atlas Powder Co Zapon Div — Stamford

Lead Plating
Christie Plating Co The — Groton

Leather
Herman Roser & Sons Inc (Genuine Pigskin) — Glastonbury
Geo A Shepard & Sons Co The (sheepskin, shoe upper, garment, grain and suede) — Bethel

Leather Dog Furnishings
Andrew B Hendryx Co The — New Haven
The Smith-Worthington Saddlery Co — Hartford

Leather Goods Trimmings
G E Prentice Mfg Co The — Kensington

Leather, Mechanical
Auburn Manufacturing Company The (packings, cubs, washers, etc) — Middletown

Letterheads
Lehman Brothers Inc (designers, engravers, lithographers) — New Haven

Lighting Accessories—Fluorescent
General Electric Company — Norfolk

Lights—Trouble
General Electric Company — Bridgeport

Lighting Equipment
Miller Co The (Miller, Duplexalite, Ivanhoe) — Meriden
United Manufacturing Co — New Haven

Lime
New England Lime Company — Canaan

Lipstick Containers
Bridgeport Metal Goods Mfg Co — Bridgeport

Lithographing
Kellogg & Bulkeley A Division of Connecticut Printers Inc — Hartford
Lehman Brothers Inc — New Haven
New Haven Printing Company The — New Haven
A D Steinbach & Sons — New Haven

Locks—Banks
Yale & Towne Manufacturing Company The — Stamford

Locks—Builders
Eagle Lock Co The — Terryville
P & F Corbin Division The American Hardware Corp — New Britain
Sargent & Company — New Haven
Yale & Towne Manufacturing Company The — Stamford

Locks—Cabinet
Eagle Lock Co The — Terryville
Corbin Cabinet Lock Div American Hardware Corp — New Britain
Excelsior Hardware Co The — Stamford
Yale & Towne Manufacturing Company The — Stamford

Locks—Special Purpose
Eagle Lock Co The — Terryville
Yale & Towne Manufacturing Company The — Stamford

Locks—Suitcase
Eagle Lock Co The — Terryville

Locks—Suit-Case and Trimmings
Corbin Cabinet Lock Div American Hardware Corp — New Britain
Excelsior Hardware Co The — Stamford

Locks—Trunk
Eagle Lock Co The — Terryville
Yale & Towne Manufacturing Company The — Stamford
Excelsior Hardware Co The — Stamford
Yale & Towne Manufacturing Company The (and suitcase) — Stamford

Locks—Zipper
Excelsior Hardware Co The — Stamford

Loom—Non-Metallic
Wiremold Company The — Hartford

Luggage Fabric
Falls Company The — Norwich

Lumber & Millwork Products
City Lumber Co of Bridgeport Inc — Bridgeport

Machetes
Collins Company The — Collinsville

Machine Tools
Bullard Company The — Bridgeport
Pratt & Whitney Div Niles-Bement-Pond Co — West Hartford

Machine Work
Farrel-Birmingham Company Inc — Ansonia
Fenn Manufacturing Company The (precision parts) — Hartford
Hartford Special Machinery Co The (contract work only) — Hartford
National Sherardizing & Machine Co (job) — Hartford
Parker Stamp Works Inc The (Special) — Hartford
Swan Tool & Machine Co The — Hartford
Torrington Manufacturing Co The (special rolling mill machinery) — Torrington

Machinery
Fenn Manufacturing Company The (special) — Hartford
Globe Tapping Machine Company (dial type drilling and tapping) — Bridgeport
Hallden Machine Company The (mill) — Thomaston
Torrington Manufacturing Co The (mill) — Torrington

Machinery—Bolt and Nut
Waterbury Farrel Foundry & Machine Co The — Waterbury

Machinery—Cold Heading
Waterbury Farrel Foundry & Machine Co The — Waterbury

Machinery Dealers & Rebuilders
Botwinik Brothers — New Haven
J L Lucas and Son — Fairfield
State Machinery Co Inc — New Haven

Machinery—Extruding
Standard Machinery Co The — Mystic

Machinery—Metal-Working
Bristol Metal-Working Equipment — Hartford
Waterbury Farrel Foundry & Machine Co The — Waterbury
Pratt & Whitney Div Niles-Bement-Pond Co — West Hartford

Machinery—Nut
Waterbury Farrel Foundry & Machine Co The (forming and tapping) — Waterbury

Machinery—Screw and Rivet
Waterbury Farrel Foundry & Machine Co The — Waterbury

Machinery—Wire Drawing
Waterbury Farrel Foundry & Machine Co The — Waterbury

Machinery—Wire Straightening
Mettler Machine Tool Inc — New Haven

Machines
Campbell Machine Div American Chain & Cable Co Inc (cutting & nibbling) — Bridgeport
Coulter & McKenzie Machine Co The (special, new development engineering design and construction) — Bridgeport
Patent Button Company The — Waterbury

Machines—Automatic
A H Nilson Mach Co The (Special) — Bridgeport

Machines—Automatic Chucking
Bullard Company The — Bridgeport
New Britain-Gridley Machine Division The New Britain Machine Co. (multiple spindle and double end) — New Britain
Pratt & Whitney Div Niles-Bement-Pond Co (Potter & Johnson) — West Hartford

(Advt.)

Machines—Automatic Screw
New Britain-Gridley Machine Division The New Britain Machine Co (single and multiple spindle) New Britain

Machines—Automatic Shaft Turning
Bullard Company The (30H lathe—horizontal 3 spindle) Bridgeport

Machines—Conveyor
Bullard Company The (Bullard-Dunn rotary conveyor indexing type) Bridgeport

Machines—Contin-U-Matic
Bullard Company The (vertical multi-spindle—continuous turning) Bridgeport

Machines—Draw Benches
Fenn Manufacturing Company The Hartford

Machines—Drill Spacing
Bullard Company The (Man-Au-Trol spacer—used in conjunction with radical drills) Bridgeport

Machines—Drop Hammers
Fenn Manufacturing Company The Hartford

Machines—Forming
A H Nilson Mach Co The (four slide wire and ribbon stock) Bridgeport

Machines—Mult-Au-Matic
Bullard Company The Bridgeport

Machines—Paper Ruling
John McAdams & Sons Inc Norwalk

Machines—Pipe & Bolt Threading
Capewell Mfg Co The Hartford

Machines—Precision Boring
New Britain-Gridley Machine Division The New Britain Machine Co New Britain

Machines—Rolling
Fenn Manufacturing Company The Hartford

Machines—Slotting
Globe Tapping Machine Company The (High Production Screw Head Slotting) Bridgeport
Waterbury Farrel Foundry & Machine Co The (screw head) Waterbury

Machines—Swaging
Fenn Manufacturing Company The Hartford

Machines—Thread Rolling
Hartford Special Machinery Co The Hartford
Waterbury Farrel Foundry & Machine Co The Waterbury

Machines—Turks Head
Fenn Manufacturing Company The Hartford

Machines—Well Drilling
Consolidated Industries West Cheshire

Machines—Wire Drawing
Fenn Manufacturing Company The Hartford

Mail Boxes
Airline Manufacturing Company The Warehouse Point

Mail Boxes, Apartment & Residential
Corbin Cabinet Lock Div American Hardware Corp New Britain

Mailing Machines
Pitney-Bowes Inc Stamford

Manicure Instruments
W E Bassett Company The Derby

Manganese Bronze Ingot
Whipple and Choate Company Bridgeport

Marine Engines
Kilborn-Sauer Company (running lights and searchlights) Fairfield
Lathrop Engine Co The Mystic

Marine Equipment
Wilcox Crittenden & Co Inc Middletown

Marine Reserve Gears
Snow-Nabstedt Gear Corp The New Haven

Marking Devices
Hoggson & Pettis Mfg Co The New Haven
Parker Stamp Works Inc The (steel) Hartford

Matrices
W T Barnum & Co Inc New Haven

Mattresses
Waterbury Mattress Co Waterbury

Mechanics Hand Tool
Bridgeport Hdwe Mfg Corp The (screw drivers, wrenches, pliers, cold chisels, hammers, auto repair tools) Bridgeport

Metal Boxes and Displays
Durham Manufacturing Company The Durham

Metal Cleaners
Apothecaries Hall Co Waterbury
MacDermid Incorporated Waterbury

Metal Cleaning Machines
Colt's Manufacturing Company Hartford

Metal Finishes
Mitchell-Bradford Chemical Co Bridgeport
United Chromium Incorporated Waterbury

Metal Finishing
National Sherardizing & Machine Co Hartford
Waterbury Plating Company Waterbury

Metal Formings
Master Engineering Company West Cheshire

Metalizing
Conn Metal Finishing Co Hamden

Metal Novelties
H C Cook Co The 32 Beaver St Ansonia

Metal Products—Stampings
American Brass Company The Waterbury
J H Sessions & Son Bristol
Scovill Manufacturing Company (Made-to-Order) Waterbury 91

Metal Specialties
Excelsior Hardware Co The Stamford

Metal Stampings
American Brass Company The Waterbury
Autoyre Co The (Small) Oakville
Bridgeport Chain & Mfg Co Bridgeport
DooVal Tool & Mfg Inc The Naugatuck
Excelsior Hardware Co The Stamford
Greist Mfg Co The 503 Blake St New Haven
H C Cook Co The 32 Beaver St Ansonia
Master Engineering Company West Cheshire
J A Otterbein Company The (metal fabrications) Middletown
J H Sessions & Son Bristol
Patent Button Co The Waterbury
G E Prentice Mfg Co The Kensington
Plume & Atwood Mfg Co The Waterbury
Saling Manufacturing Company Unionville
Stanley Works The New Britain
Swan Tool & Machine Co The Hartford
Verplex Company The (Contract) Essex
Waterbury Lock & Specialty Co The Milford

Meters—Gas
Sprague Meter Company Bridgeport

Meters—Parking
Rhodes Inc M H Hartford

Microscope—Measuring
Lundeberg Engineering Company Hartford

Milk Bottle Carriers
John P Smith Co The 423-33 Chapel St New Haven

Millboard
Raybestos Div of Raybestos-Manhattan Inc The (asbestos) Bridgeport

Millwork
Hartford Builders Finish Co Hartford

Milling Machines
Pratt & Whitney Div Niles-Bement-Pond Co (Keller Tracer—Controlled Milling Machines) West Hartford
Rowbottom Machine Company Inc (cam) Waterbury

Mill Supplies
Wilcox Crittenden & Co Inc Middletown

Minute Minders
Lux Clock Mfg Co The Waterbury

Mirror Rosettes and Hangers
Waterbury Companies Inc Waterbury

Mixing Equipment
Eastern Industries Inc New Haven

Motor Switches
Gaynor Electric Company Inc Bridgeport

Moulded Plastic Products
Colt's Manufacturing Company Hartford
Patent Button Co The Waterbury
Waterbury Companies Inc Waterbury
Watertown Mfg Co The 117 Echo Lake Road Watertown

Mouldings
Himmel Brothers Co The (architectural, metal and store front) Hamden

Moulds
ABA Tool & Die Co Manchester
Hoggson & Pettis Mfg Co The (steel) 114 Brewery St New Haven
Lundeberg Engineering Company (plastics) Hartford
Parker Stamp Works Inc The (compression injection & transfer for plastics) Hartford
Sessions Foundry Co The (heat resisting for non-ferrous metals) Bristol

Napper Clothing
Standard Card Clothing Co The (for textile mills) Stafford Springs

Nettings
Wilcox Lace Corp The Middletown

Nickel Anodes
Apothecaries Hall Co Waterbury
Seymour Mfg Co The Seymour

Nickel Silver
American Brass Company The Waterbury
Plume & Atwood Mfg Co The Thomaston
Seymour Mfg Co The Seymour
Waterbury Rolling Mills Inc (sheets, strips, rolls) Waterbury
Western Brass Mills Division of Olin Industries Inc (sheet, strip) New Haven

Nickel Silver Ingot
Whipple and Choate Company The Bridgeport

Night Latches
P & F Corbin Division The American Hardware Corp New Britain
Sargent & Company New Haven
Yale & Towne Manufacturing Company The Stamford

Non-ferrous Metal Castings
Miller Company The Meriden

Nuts, Bolts and Washers
Clark Brothers Bolt Co Milldale

Office Equipment
Pitney-Bowes Inc Stamford
Underwood Corporation Bridgeport & Hartford

Offset Printing
Kellogg & Bulkeley A Division of Connecticut Printers Inc Hartford
New Haven Printing Company The New Haven

Oil Burners
Malleable Iron Fittings Co (domestic) Branford
Miller Company The (domestic) Meriden
Peabody Engineering Corp (Mechanical and /or Steam Atomizer) Stamford
Petroleum Heat & Power Co (domestic, commercial and industrial) Stamford
Silent Glow Oil Burner Corp The 1477 Park St Hartford
W S Rockwell Company (Industrial) Fairfield

Oil Burner Wicks
Raybestos Div of Raybestos-Manhattan Inc The Bridgeport

Oil Tanks
Norwalk Tank Co The (550 to 30M gals, underwriters above and under ground) South Norwalk
Whitlock Manufacturing Co The Hartford

Optical Cores & Ingots
Plume & Atwood Mfg Co The Thomaston

Outlets—Electric
General Electric Company Bridgeport

Ovens
W S Rockwell Company (Industrial) Fairfield

Package Sealers
Better Packages Inc Shelton

Packing
Auburn Manufacturing Company The (leather, rubber, asbestos, fibre) Middletown
Raybestos Div of Raybestos-Manhattan Inc The (rubber sheet and automotive) Bridgeport

Padlocks
Corbin Cabinet Lock Div American Hardware Corp New Britain
Sargent & Company New Haven
Yale & Towne Manufacturing Company The Stamford
Waterbury Lock & Specialty Co The Milford

Paints and Enamels
Staminate Corp The New Haven

Pants
Moore Special Tool Co (crush wheel dresser) Bridgeport

Paperboard
Gair Company Inc Robert Montville
New Haven Pulp & Board Co The New Haven
Robertson Paper Box Co Montville

Paper Boxes
Atlantic Carton Corp (folding) Norwich
Gair Co Inc Robert (folding) Montville
National Folding Box Co Inc (folding) New Haven
New Haven Pulp & Board Co The New Haven
Robertson Paper Box Co (folding) Montville

(Advt.)

Paper Boxes—Folding and Setup
Bridgeport Paper Box Company Bridgeport
M Backes' Sons Inc Wallingford
Warner Brothers Company The Bridgeport

Paper Clips
H C Cook Co The (steel) 32 Beaver St Ansonia

Paper Mill Machinery
Farrel-Birmingham Company Inc Ansonia

Paper Tubes and Cores
Sonoco Products Co (Climax-Lowell) Div Mystic

Parallel Tubes
Sonoco Products Co (Climax-Lowell Div) Mystic

Parkerizing
Clairglow Mfg Company Portland

Parking Meters
Rhodes Inc M H Hartford

Pattern-Makers
Farrel-Birmingham Company Inc Ansonia

Penlights
Bridgeport Metal Goods Mfg Co Bridgeport

Pet Furnishings
Andrew B Hendrix Co The New Haven

Pharmaceutical Specialties
Ernst Bischoff Company Inc Ivoryton

Phosphor Bronze
American Brass Company The Waterbury
Miller Company The (sheets, strips, rolls) Meriden
Seymour Mfg Co The Seymour
Waterbury Rolling Mills Inc (sheets, strips, rolls) Waterbury
Western Brass Mills Division of Olin Industries Inc (sheet, strip) New Haven

Phosphor Bronze Ingots
Whipple and Choate Company The Bridgeport

Photographic Equipment
Kalart Company Inc Plainville

Photo Reproduction
New Haven Printing Company The New Haven

Piano Repairs
Pratt Read & Co Inc (keys and action) Ivoryton

Piano Supplies
Pratt Read & Co (keys and actions, backs, plates) Ivoryton

Pile Fabrics
Sidney Blumenthal & Co Inc (For furniture, automobiles, railroads, women's wear, toys) Shelton

Pin Up Lamps
Verplex Company The Essex

Pipe
American Brass Co The (brass and copper) Waterbury
Bridgeport Brass Co (brass and copper) Bridgeport
Chas Brass & Copper Co (red brass and copper) Waterbury
Crane Company (fabricated) Bridgeport
Howard Co (cement well and chimney) New Haven

Pipe Fitters' Hand Tools & Machines
Capewell Mfg Co The Hartford

Pipe Fittings
Malleable Iron Fittings Co Branford

Pipe Plugs
Holo-Krome Screw Corporation The (countersunk) West Hartford

Pipe Plugs—Socketed
Holo-Krome Screw Corp The West Hartford

Plastics
Naugatuck Chemical Division United States Rubber Co Naugatuck
Sponge Rubber Products Co Inc (expanded cellular) Shelton

Plastic Buttons
Frank Parizek Manufacturing Co The West Willington
Patent Button Co The Waterbury

Plastic Gems
Colt's Manufacturing Company Hartford

Plastics Machinery
Farrel-Birmingham Company Inc Ansonia

Plastic—Moulders
Colt's Manufacturing Company Hartford
Conn Plastics Waterbury
General Electric Company Meriden
Geo S Scott Mfg Co The Wallingford
Waterbury Companies Inc Waterbury
Watertown Mfg Co The Watertown

Plastics—Moulds & Dies
Parker Stamp Works Inc The (for plastics)

Plasticrete Bloc
Plasticrete Corp Hamden

Plates—Switch
General Electric Company Bridgeport

Platers
Christie Plating Co Groton
Patent Button Co The Waterbury
Waterbury Plating Company Waterbury
Chromium Process Company The (Chromium Plating only) Derby

Platers' Equipment
Apothecaries Hall Company Waterbury
MacDermid Incorporated Waterbury

Platers Metal
Plume & Atwood Mfg Co The Thomaston

Plating
Christie Plating Co The (including lead plating) Groton
Conn Metal Finishnig Co Hamden

Plating Processes and Supplies
United Chromium Incorporated Waterbury

Plumbers' Brass Goods
Bridgeport Brass Co Bridgeport
Keeney Mfg Co The (special bends) Newington
Scovill Manufacturing Company Waterbury 48

Plumbing Specialties
John M Russell Mfg Co Inc Naugatuck

Pole Line Hardware
Malleable Iron Fittings Co Branford

Police Equipment
The Smith-Worthington Saddlery Co Hartford

Polishing Wheels
Williamsville Buff Div The Bullard Clark Company Danielson

Poly Chokes
Poly Choke Company The (a shotgun choking device) Tariffville

Postage Meters
Pitney-Bowes Inc Stamford

Power Presses
Fenn Manufacturing Company The Hartford

Powered Metal Products
American Sintered Alloys Inc Bethel
Waterbury Companies Inc Waterbury

Prefabricated Buildings
City Lumber of Bridgeport Inc The Bridgeport

Premium Specialties
Waterbury Companies Inc Waterbury

Preservatives—Wood, Rope, Fabric
Darworth Incorporated ("Cuprinol") Simsbury

Press Buttons
Gaynor Electric Company Inc Bridgeport

Press Papers
Case Brothers Inc Manchester

Presses
Farrel-Birmingham Company Inc (Hydraulic) Ansonia
Henry & Wright Division of Hartford-Empire Company (automatic mechanical) Hartford

Presses—Molding
Standard Machinery Co The (compression and transfer molding, automatic and semi-automatic) Mystic

Presses—Power
Waterbury Farrel Foundry & Machine Co The Waterbury

Pressure Vessels
Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70) South Norwalk
Whitlock Manufacturing Co The Hartford

Printing
Case Lockwood & Brainard A Division of Connecticut Printers Inc Hartford
Finlay Brothers Hartford
Heminway Corporation The Waterbury
Hunter Press Hartford
Lehman Brothers Inc New Haven
New Haven Printing Company The New Haven
Taylor & Greenough Co The Wethersfield
T B Simonds Inc Hartford
A D Steinbach & Sons New Haven
The Walker-Rackliff Company New Haven

Printing Machinery
Banthin Engineering Co (automatic) Bridgeport
Thomas W Hall Company Stamford

Printing Rollers
Chambers-Storck Company Inc The (engraved) Norwich

Production Control Equipment
United Cinephone Corporation Torrington
Wassell Organization (Produc-Trol) Westport

Production Welding
Consolidated Industries West Cheshire

Profilers
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Propellers—Aircraft
Hamilton Standard Propellers Div United Aircraft Corp East Hartford

Pumps
Yale & Towne Manufacturing Company The (Tri-rotor) Stamford

Pumps—Small Industrial
Eastern Industries Inc New Haven

Pump Valves
Colt's Manufacturing Company Hartford

Punches
Hoggson & Pettis Mfg Co The (ticket & cloth) 141 Brewery St New Haven

Putty Softeners—Electrical
Fletcher Terry Co The Box 415 Forestville

Pyrometers
Bristol Co The (recording and controlling) Waterbury

Quartz Crystals
Crystal Research Laboratories Inc Hartford

Radiation-Finned Copper
Bush Manufacturing Co West Hartford
G & O Manufacturing Company The New Haven
Vulcan Radiator Co The (steel and copper) Hartford

Radiators—Engine Cooling
G & O Manufacturing Co New Haven

Radio and Television Components
General Electric Company Bridgeport

Radio Receivers
General Electric Company Bridgeport

Rayon Specialties
Hartford Rayon Corporation The Rocky Hill

Rayon Yarns
Hartford Rayon Corporation The Rocky Hill

Reamers
O K Tool Co Inc The (inserted tooth) 33 Hull St Shelton
Pratt & Whitney Div Niles-Bement-Pond Co (All types) West Hartford

Recorders
Bristol Co The (automatic controllers, temperature, pressure, flow, humidity) Waterbury

Reduction Gears
Farrel-Birmingham Company Inc Ansonia
Snow-Nabstedt Gear Corp The New Haven

Refractories
Howard Company New Haven

Refrigeration
Bowser Technical Refrigeration Div Bowser Inc (high altitude, low temperature) Terryville

Regulators
Norwalk Valve Company (for gas and air) South Norwalk
Sorensen & Company Inc Stamford

Resistance Wire
C O Jelliff Mfg Co The (nickel, chromium, kanthal) Southport

Respirators
American Optical Company Safety Division Putnam

Retainers
Hartford Steel Ball Co The (bicycle & automotive) Hartford

Riveting Machines
Grant Mfg & Machine Co The Bridgeport
H P Townsend Manufacturing Co The Elmwood
L-R Mfg Div of The Ripley Co Torrington
Raybestos Div of Raybestos-Manhattan Inc The (brake service equipment) Bridgeport

Rivets
Blake & Johnson Co The (brass, copper and non-ferrous) Waterville
Clark Brothers Bolt Co Milldale
Connecticut Manufacturing Company The Waterbury
Plume & Atwood Mfg Co The Waterbury
J H Sessions & Sons Bristol
Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper) Bridgeport
Raybestos Div of Raybestos-Manhattan Inc The (iron) Bridgeport

(Advt.)

Roasters—Electric
General Electric Company Bridgeport

Rods
American Brass Company The (copper, brass, bronze) Waterbury
Bristol Brass Corp The (brass and bronze) Bristol
Scovill Manufacturing Company (brass and bronze) Waterbury 91

Roller Skates
Winchester Repeating Arms Company Division Olin Industries Inc New Haven

Rolling Mills and Equipment
Farrel-Birmingham Company Inc Ansonia
Waterbury Farrel Foundry & Machine Co The Waterbury

Rolls
Farrel-Birmingham Company Inc (Chilled and Alloy Iron, Steel) Ansonia

Rope Wire
American Steel & Wire Company New Haven

Rubber Chemicals
Naugatuck Chemical Division United States Rubber Co Naugatuck
Stamford Rubber Supply Co The ("Factice" Vulcanized Vegetable Oils) Stamford

Rubber—Cellular
Sponge Rubber Products Co Inc Shelton

Rubberized Fabrics
Duro-Gloss Rubber Co The New Haven

Rubber Footwear
Goodyear Rubber Co The Middletown
United States Rubber Company (Keds, Kedettes, Gaytees, U S Royal Footwear) Nugatuck

Rubber Gloves
Seamless Rubber Company The New Haven

Rubber Heels
Danbury Rubber Co Inc The Danbury

Rubber Latex Compounds and Dispersions
Naugatuck Chemical Division United States Rubber Co (coating, impregnating and adhesive compounds) Naugatuck

Rubber Mill Machinery
Farrel-Birmingham Company Inc Ansonia

Rubber Products, Mechanical
Auburn Manufacturing Company The (washers, gaskets, molded parts) Middletown
Canfield Co The H O Bridgeport

Rubber—Reclaimed
Naugatuck Chemical Division United States Rubber Co Naugatuck

Rubber Soles
Danbury Rubber Co Inc The Danbury

Rubber Tile
Danbury Rubber Co Inc The Danbury

Rubbish Burners
John P Smith Co The 423-33 Chapel St New Haven

Saddlery
The Smith-Worthington Saddlery Co Hartford

Safety Clothing
American Optical Company Safety Division Putnam

Safety Fuses
Ensign-Bickford Co The (mining & detonating) Simsbury

Safety Gloves and Mittens
American Optical Company Safety Division Putnam

Safety Goggles
American Optical Company Safety Division Putnam

Sandwich Grills—Electric
General Electric Company Bridgeport

Saw Blades
Capewell Mfg Co The (Hack Saw, Band Saw) Hartford

Saw Blades—Hack
Capewell Mfg Co The Hartford

Saws—Metal & Wood Cutting Band
Capewell Mfg Co The Hartford

Saws, Band, Metal Cutting
Atlantic Saw Mfg Co New Haven

Scales—Industrial Dial
Kron Company The Bridgeport

Scissors
Acme Shear Company The Bridgeport

Screens
Hartford Wire Works Co The (Windows, Doors and Porches) Hartford

Screw Caps
Weimann Bros Mfg Co The (small for bottles) Derby

Screw Machines
H P Townsend Mfg Company The Elmwood

Screw Machine Accessories
Barnaby Manufacturing and Tool Company Bridgeport

Screw Machine Products
Apex Tool Co Inc The Bridgeport
Blake & Johnson Co The Waterville
Bristol Screw Corporation Plainville
Centerless Grinding Co Inc The (Heat treated and ground type only)
19 Staples Street Bridgeport
Connecticut Manufacturing Company The Waterbury
Consolidated Industries West Cheshire
Eastern Machine Screw Corp The
Truman & Barclay Sts New Haven
Fairchild Screw Products Inc Winsted
Franklin Screw Machine Co The (up to 1½" capacity) Hartford
Greist Mfg Co The (Up to 1½" capacity) New Haven
Humason Mfg Co The Forestville
Lowe Mfg Co The Wethersfield
National Automatic Products Company The Berlin
Nelson's Screw Machine Products Plantsville
New Britain Machine Company The New Britain
Olson Brothers Company (up to ¾" capacity) Plainville
Olson & Sons R P Southington
Peck Spring Co The Plainville
Plume & Atwood Mfg Co The Waterbury
Scovill Manufacturing Company Waterbury 91
Wallace Metal Products Co Inc New Haven
Waterbury Machine Tools & Products Co (B & S & Swiss type automatic) Waterbury
Waterville Mfg Co The Waterville
Watkins Manufacturing Co Inc Milford

Screw Machine Tools
American Cam Company Inc (Circular Form Tools) Hartford
Pratt & Whitney Div Niles-Bement-Pond Co (Reamers, Taps, Dies, Blades and Knurls) West Hartford
Somma Tool Co (precision circular form tools) Waterbury

Screws
American Screw Company Willimantic
Atlantic Screw Works (wood) Hartford
Blake & Johnson Co The (machine and wood) Waterville
Bristol Company The (socket set and socket cap screws) Waterbury
Clark Brothers Bolt Co Milldale
Connecticut Mfg Co The (machine) Waterbury
Eagle Lock Co The Terryville
Holo-Krome Screw Corporation The (socket set and socket cap) West Hartford
Scovill Manufacturing Company Waterbury 91

Screws—Sockets
Allen Manufacturing Company The Hartford
Holo-Krome Screw Corp The West Hartford

Sealing Tape Machines
Better Packages Inc Shelton

Sewing Machines
Greist Mfg Co The (Sewing Machine attachments) 503 Blake St New Haven
Merrow Machine Co The (Industrial) Hartford
Singer Manufacturing Company The (industrial) Bridgeport

Shaving Soaps
J B Williams Co The Glastonbury

Shears
Acme Shear Co The (household) Bridgeport

Shells
Wolcott Tool and Manufacturing Company Inc Waterbury

Sheet Metal Products
Airline Manufacturing Company The Warehouse Point
American Brass Co The (brass and copper) Waterbury
Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays) Durham
Plume & Atwood Mfg Co The Waterbury
United Advertising Corp Manufacturing Division (Job and Production Runs) New Haven

Sheet Metal Stampings
American Brass Company The Waterbury
American Buckle Co The West Haven
DooVal Tool & Mfg Inc The Naugatuck
J H Sessions & Son Bristol
Patent Button Co The Waterbury
Plume & Atwood Mfg Co The Waterbury

Shipment Sealers
Better Packages Inc Shelton

Shoe and Corset Laces
Ansonia Mills Inc Ansonia

Showcase Lighting Equipment
Wiremold Company The Hartford

Signals
H C Cook Co The (for card files)
32 Beaver St Ansonia

Sizing and Finishing Compounds
American Cyanamid Company Waterbury

Slide Fasteners
G E Prentice Mfg Co The Kensington
North & Judd Manufacturing Co New Britain
Patent Button Co The Waterbury

Slings
American Steel & Wire Company New Haven

Smoke Stacks
Bigelow Company The (steel) New Haven

Soap
J B Williams Co The (industrial soaps, toilet soaps, shaving soaps) Glastonbury

Solder—Soft
Torrey S Crane Company Plantsville

Special Machinery
Farrel-Birmingham Company Inc Ansonia
Henry & Wright Division of Hartford-Empire Company Hartford
H P Townsend Mfg Company The Elmwood
Lundeberg Engineering Company Hartford
National Sheradizing & Machine Co (mandrels & stock shells for rubber industry) Hartford
Swan Tool & Machine Co The Hartford

Special Parts
Greist Mfg Co The (small machines, especially precision stampings) New Haven
J H Sessions & Son Bristol

Special Industrial Locking Devices
Corbin Cabinet Lock Div American Hardware Corp New Britain

Special Tools & Dies
Lundeberg Engineering Company Hartford

Spinnings
Gray Manufacturing Company The Hartford

Sponge Rubber
Sponge Rubber Products Co The Shelton
United States Rubber Company Naugatuck

Spring Coiling Machines
Bowden Engineering Co (Torsion) Bristol
Torrington Manufacturing Co The Torrington

Spring Units
Owen Silent Spring Division American Chain & Cable Company Inc Bridgeport

Spring Washers
Wallace Barnes Co The Div Associated Spring Corp Bristol

Springs—Coil & Flat
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Company Bristol
Han-Dee Spring and Manufacturing Co The (Coil and Flat) Hartford
Humason Mfg Co The Forestville
Newcomb Spring Corp The Bridgeport Division Bridgeport
New England Spring Manufacturing Company Unionville
Peck Spring Co The Plainville
Wallace Barnes Co The Div Associated Spring Corp Bristol

Springs—Flat
Foursome Manufacturing Company Bristol
Wallace Barnes Co The Div Associated Spring Corp Bristol
New England Spring Manufacturing Company Unionville

Springs—Furniture
Owen Silent Spring Division American Chain & Cable Company Inc Bridgeport

Springs—Wire
Bristol Spring Manufacturing Co Plainville
Colonial Spring Corporation The Hartford
Connecticut Spring Corporation The (compression, extension, torsion) Hartford
D R Templeman Co (coil and torsion) Plainville
Foursome Manufacturing Company Bristol
J W Bernston Company (coil and torsion) Unionville
Newcomb Spring Corp The Bridgeport Division Bridgeport
New England Spring Mfg Co
Wallace Barnes Co The Div Associated Spring Corp Bristol

Springs, Wire & Flat
Autoyre Company The Oakville

Stamped Metal Products
American Brass Company The Waterbury
Waterbury Companies Inc Waterbury
(Advt.)

Stamps
Hoggson & Pettis Mfg Co The (steel) 141 Brewery St New Haven
Parker Stamp Works Inc The (steel) Hartford

Stampings
DooVal Tool & Mfg Inc The Naugatuck
Han-Dee Spring and Manufacturing Co The (small) Hartford
Plume & Atwood Mfg Co The (small) Waterbury

Stampings—Small
Acme Shear Co The Bridgeport
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Co The New Haven
Greist Manufacturing Co The New Haven
L C White Company The Waterbury
Master Engineering Company West Cheshire
Rogers Corporation (Fibre Cellulose Paper) Manchester
Wallace Barnes Co The Div Associated Spring Corp Bristol

Stationery Specialties
American Brass Company The Waterbury

Steel
Stanley Works The (hot and cold rolled strip) New Britain

Steel Castings
Farrel-Birmingham Company Inc Ansonia
Hartford Electric Steel Co The (carbon and alloy steel) 540 Flatbush Ave Hartford
Malleable Iron Fittings Co Branford
Nutmeg Crucible Steel Co Branford

Steel—Cold Rolled Spring
Wallace Barnes Co The Div Associated Spring Corp Bristol

Steel—Cold Rolled Stainless
Wallingford Steel Company Wallingford

Steel—Cold Rolled Strip and Sheets
American Steel & Wire Company New Haven
Detroit Steel Corporation New Haven
Wallingford Steel Company Wallingford

Steel Goods
Merriam Mfg Co (sheets products to order) Durham

Steel Rolling Rules
Waterbury Lock & Specialty Co The Milford

Steel Strapping
Stanley Works The New Britain

Stereotypes
W T Barnum & Co Inc New Haven
New Haven Electrotype Div Electrographic Corp New Haven

Stop Clocks, Electric
H C Thompson Clock Co The Bristol

Straps, Leather
Auburn Manufacturing Company The (textile, industrial, skate, carriage) Middletown

Studio Couches
Waterbury Mattress Co Waterbury

Super Refractories
Mullite Refractories Co The Shelton

Surface Metal Raceways & Fittings
Wiremold Company The Hartford

Surgical Dressings
Acme Cotton Products Co Inc East Killingly
Seamless Rubber Company The New Haven

Surgical Rubber Goods
Seamless Rubber Company The New Haven

Switches—Electric
General Electric Company Bridgeport

Swaging Machinery
Hartford Special Machinery Co The Hartford

Switchboards
Plainville Electrical Products Company Plainville

Switchboards Wire and Cables
Rockbestos Products Corp (asbestos insulated) New Haven

Synchronous Motors
R W Cramer Company Inc The Centerbrook

Tanks
Bigelow Company The (steel) New Haven
Storts Welding Company (steel and alloy) Meriden

Tape
Russell Mfg Co The Middletown

Tap Extractors
Walton Company The West Hartford

Taps
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Tarred Lines
Brownell & Co Inc Moodus

Telemetering Instruments
Bristol Co The Waterbury

Television Receivers
General Electric Company Bridgeport

Testers—Non-Destructive
Sperry Products Inc Danbury

Textile Machinery
Merrow Machine Co The 2814 Laurel St Hartford

Textile Mill Supplies
Ernst Bischoff Company Inc Ivoryton

Textile Processors
American Dyeing Corporation (rayon, acetate) Rockville
Aspinook Corp The (cotton) Jewett City

Thermometers
Bristol Co The (recording and automatic control) Waterbury
Manning Maxwell & Moore Inc Bridgeport

Thermostats
Bridgeport Thermostat Company Inc (automatic) Bridgeport

Thin Gauge Metals
Plume & Atwood Mfg Co The Thomaston
Thinsheet Metals Co The (plain or tinned in rolls) Waterbury

Thread
American Thread Co The Willimantic
Belding Heminway Corticelli Putnam
Gardner Hall Jr Co The (cotton sewing) South Willington
Max Pollack & Co Inc Groton and Willimantic
Wm Johl Manufacturing Co Mystic

Thread Gages
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Thread Milling Machines
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Thread Rolling Machinery
Hartford Special Machinery Co The Hartford

Threading Machines
Grant Mfg & Machine Co The (double and automatic) Bridgeport

Time Recorders
Stromberg Time Corp Thomaston

Timers, Interval
A W Haydon Co The Waterbury
H C Thompson Clock Co The Bristol
R W Cramer Company Inc The Centerbrook
Rhodes Inc M H Hartford

Timing Devices
A W Haydon Co The Waterbury
R W Cramer Company Inc The Centerbrook
Lux Clock Manufacturing Company Waterbury
Rhodes Inc M H Hartford
Seth Thomas Clocks Thomaston
United States Time Corporation The Waterbury

Timing Devices & Time Switches
A W Haydon Co The Waterbury
Lux Clock Manufacturing Company Waterbury
M H Rhodes Inc Hartford

Tinning
Thinsheet Metals Co The (non-ferrous metals in rolls) Waterbury
Wilcox Crittenden & Co Inc Middletown

Tools
Hoggson & Pettis Mfg Co The (rubber workers) 141 Brewery St New Haven
O K Tool Co Inc The (inserted tooth metal cutting) 33 Hull St Shelton

Tool Chests
Vanderman Manufacturing Co The Willimantic

Tools & Dies
Moore Special Tool Co Bridgeport
Swan Tool & Machine Co The Hartford

Tools, Dies & Fixtures
Fonda Gage Company (also jigs) Stamford
Greist Mfg Co The New Haven

Tools, Hand & Mechanical
Bridgeport Hardware Mfg Corp The (screw drivers, nail pullers, box tools, wrenches, auto tools, forgings & specialties) Bridgeport

Tools—Pipe Fitters' Hand
Capewell Mfg Co The Hartford

Toys
A C Gilbert Company New Haven
Geo S Scott Mfg Co The Wallingford
Gong Bell Co The East Hampton
N N Hill Brass Co The East Hampton
Waterbury Companies Inc Waterbury

Tramways
American Steel & Wire Company New Haven

Trucks—Commercial
Metropolitan Body Company (International Harvester truck chassis and "Metro" bodies) Bridgeport

Trucks—Industrial
George P Clark Co Windsor Locks

Trucks—Lift
Excelsior Hardware Co The Stamford
George P Clark Co Windsor Locks

Trucks—Skid Platforms
Excelsior Hardware Co The (lift) Stamford

Tube Clips
H C Cook Co The (for collapsible tubes) 32 Beaver St Ansonia
Weimann Bros Mfg Co The (for collapsible tubes) Derby

Tube Fittings
Scovill Mfg Co ("Uniflare") Waterbury

Tubers
Standard Machinery Co The (tubers for both rubber and plastic industries) Mystic

Tubes—Collapsible Metal
Sheffield Tube Corp The New London

Tubing
American Brass Co The (brass and copper) Waterbury
Bridgeport Brass Company (brass and copper) Bridgeport
G & O Manufacturing Co (finned) New Haven
Scovill Manufacturing Company (Brass and Copper) Waterbury 91

Tubing—Heat Exchanger
American Brass Company The Waterbury
Scovill Manufacturing Company Waterbury 91

Typewriters
Royal Typewriter Co Inc Hartford
Underwood Corporation Hartford

Typewriters—Portable
Underwood Corporation Hartford

Typewriter Ribbons and Supplies
Underwood Corporation Hartford and Bridgeport

Underclearer Rolls
Sonoco Products Co (Climax-Lowell Div) Mystic

Union Pipe Fittings
Corley Co Inc The (300# AAR) Plainville

Upholstering Fabrics—Woolen & Worsted
Broad Brook Company (automobile, airplane, railroad) Broad Brook
(Advt.)

Vacuum Bottles and Containers
American Thermos Bottle Co — Norwich

Vacuum Cleaners
Electrolux Corporation — Old Greenwich
Spencer Turbine Co The — Hartford

Valves
Norwalk Valve Company (sensitive check valves) — South Norwalk
W S Rockwell Company (Industrial) — Fairfield

Valve Discs
Colt's Manufacturing Company — Hartford

Valves—Automatic Air
Beaton & Cadwell Mfg Co — New Britain

Valves—Automobile Tire
Bridgeport Brass Company — Bridgeport

Valves—Radiator Air
Bridgeport Brass Company — Bridgeport

Valves—Relief & Control
Beaton & Cadwell Mfg Co — New Britain

Valves—Safety & Relief
Manning Maxwell & Moore Inc — Bridgeport

Vanity Boxes
Bridgeport Metal Goods Mfg Co — Bridgeport

Varnishes
Staminite Corp The — New Haven

Velvets
American Velvet Co (owned and operated by A Wimpfheimer & Bro Inc) — Stonington
Leiss Velvet Mfg Co Inc The — Willimantic
Velvet Textile Corporation The (velveteen) — West Haven

Venetian Blinds
Findell Manufacturing Company — Manchester

Ventilating Systems
Colonial Blower Company — Plainville

Vertical Shapers
Pratt & Whitney Div Niles-Bement-Pond Co — West Hartford

Vibrators—Pneumatic
New Haven Vibrator Company (industrial) — New Haven

Vises
Charles Parker Co The — Meriden
Fenn Manufacturing Company The (Quick-Action Vises) — Hartford
Vanderman Manufacturing Co The (Combination Bench Pipe) — Willimantic

Waffle Irons—Electric
General Electric Company — Bridgeport

Washers
American Felt Co (felt) — Glenville
Auburn Manufacturing Company The (all materials) — Middletown
Blake & Johnson The (brass, copper & nonferrous) — Waterville
Clark Brothers Bolt Co — Milldale
J H Sessions & Son — Bristol
Plume & Atwood Mfg Co The (brass & copper) — Waterbury
Raybestos Div of Raybestos-Manhattan Inc The clutch washers) — Bridgeport
J H Rosenbeck Inc — Torrington
Saling Manufacturing Company (made to order) — Unionville
Sessions Foundry Co The (cast iron) — Bristol

Washers—Felt
Chas W House & Sons Inc (Mills & Cutting Plant) — Unionville

Washing Machines—Electric
General Electric Company — Bridgeport

Watches
E Ingraham Co The — Bristol
United States Time Corporation The — Waterbury

Water Heaters
Whitlock Manufacturing Co The (instantaneous & storage) — Hartford

Water Heaters—Electric
Bauer & Company Inc — Hartford

Water Heaters—Gas or Kerosene
Holyoke Heater Corp. of Conn., Inc — Hartford

Waterproof Dressings for Leather
Viscol Company The — Stamford

Wedges
Saling Manufacturing Company (hammer & axe) — Unionville

Welding
Farrel-Birmingham Company Inc — Ansonia
G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals) — New Haven
Industrial Welding Company (Equipment Manufacturers—Steel Fabricators) — Hartford
Porupine Company The — Bridgeport

Welding—Lead
Storts Welding Company (tapks and fabrication) — Meriden

Welding Rods
American Brass Company The — Waterbury
Bristol Brass Co The (brass & bronze) — Bristol

Wheels—Industrial
George P Clark Co — Windsor Locks

Wicks
Auburn Manufacturing Company The (felt, asbestos) — Middletown
Holyoke Heater Corp. of Conn., Inc — Hartford
Raybestos Div of Raybestos-Manhattan Inc The oil burner wicks) — Bridgeport
Russell Mfg Co The — Middletown

Window & Door Guards
Hartford Wire Works Co The — Hartford

Wiping Cloths
Federal Textile Corporation — New Haven

Wire
American Brass Company The — Waterbury
American Steel & Wire Company — New Haven
Atlantic Wire Co The (steel) — Branford
Bartlett Hair Spring Wire Co The (hair spring) — North Haven
Bridgeport Brass Company (brass and silicon bronze) — Bridgeport
Bristol Brass Corp The (brass & bronze) — Bristol
Driscoll Wire Co The (steel) — Shelton
Hudson Wire Co Winsted Div (insulated & enameled magnet) — Winsted
Platt Bros & Co The (zinc wire) P O Box 1030 — Waterbury
Plume & Atwood Mfg Co The (brass, bronze, nickel silver) — Thomaston
Scovill Manufacturing Company (Brass, Bronze and Nickel Silver) — Waterbury 91

Wire Arches & Trellises
Hartford Wire Works Co The — Hartford
John P Smith Co The 423-33 Chapel St — New Haven

Wire Baskets
Rolock Inc (Industrial—for acid, heat, degreasing) — Fairfield
Wiretex Mfg Co Inc (Industrial, for acid, heat, treating and degreasing) — Bridgeport

Wire Cable
Bevin-Wilcox Line Co The (braided) — East Hampton

Wire Cloth
Hartford Wire Works Co The — Hartford
C O Jelliff Mfg Co The (all metal, all meshes) — Southport
Pequot Wire Cloth Co Inc — Norwalk
Rolock Incorporated — Fairfield
Smith Co The John P — New Haven

Wire Drawing Dies
Waterbury Wire Die Co The — Waterbury

Wire Dipping Baskets
Hartford Wire Works Co The — Hartford
John P Smith Co The 423-33 Chapel St — New Haven

Wire Formings
Autoyre Co The — Oakville
G E Prentice Mfg Co The — Kensington
Master Engineering Company — West Cheshire
North & Judd Manufacturing Co — New Britain
Verplex Company The — Essex

Wire Forms
Bristol Spring Manufacturing Co — Plainville
Colonial Spring Corporation The — Hartford
Connecticut Spring Corporation The — Hartford
Foursome Manufacturing Company — Bristol
Humason Mfg Co The — Forestville
New England Spring Mfg Co — Unionville
Templeman Co D R — Plainville
Wallace Barnes Co The Div Associated Spring Corp — Bristol

Wire Goods
American Buckle Co The (overall trimmings) — West Haven
Patent Button Co The — Waterbury
Scovill Manufacturing Company (To Order) — Waterbury 91

Wire Partitions
Hartford Wire Works Co The — Hartford
John P Smith Co The 423-33 Chapel St — New Haven

Wire Products
Clairglow Mfg Company — Portland
Plume & Atwood Mfg Co The (to order) — Waterbury

Wire Reels
A H Nilson Mach Co The — Bridgeport

Wire Rings
American Buckle Co The (pan handles and tinners' trimmings) — West Haven
Templeman Co D R — Plainville

Wire Rope and Strand
American Steel & Wire Company — New Haven

Wire Shapes
Bridgeport Chain & Mfg Co — Bridgeport

Wire—Specialties
Andrew B Hendryx Co The — New Haven

Wires and Cable
General Electric Company (for central stations, industrial and mining applications) — Bridgeport
Rockbestos Products Corporation (asbestos insulated) — New Haven

Wires—Building
General Electric Company — Bridgeport

Wires—Telephone
General Electric Company — Bridgeport

Wood Handles
Salisbury Cutlery Handle Co The (for cutlery & small tools) — Salisbury

Wood Scrapers
Fletcher-Terry Co The — Forestville

Woodwork
C H Dresser & Sons Inc (Mfg all kinds of woodwork) — Hartford
Hartford Builders Finish Co — Hartford

Woven Awning Stripes
Falls Company The — Norwich

Woven Felts—Wool
Chas W House & Sons Inc (Mills & Cutting Plant) — Unionville

Yarns
Hartford Spinning Incorporated (Woolen, knitting and weaving yarns) — Unionville
Aldon Spinning Mills Corporation The (fine-woolen and specialty) — Talcottville
Ensign-Bickford Co The (jute carpet) — Simsbury

Zinc
Platt Bros & Co The (ribbon, strip and wire) P O Box 1030 — Waterbury

Zinc Castings
Newton-New Haven Co Inc — 688 Third Ave West Haven (Advt.)

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Fewer calls by our men will not mean lack of interest. It just means manpower shortage. May we have your co-operation?

MAIL or PHONE your inquiries to us. We will answer promptly, and send a field engineer to consult with you at your convenience.

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We will do your Stampings and Spot Welding
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Broaching — Drawing
Short Runs — Long Runs

THE SWAN TOOL & MACHINE CO.
30 Bartholomew Avenue
HARTFORD 6, CONNECTICUT

Business Tips

(Continued from page 38)

cause customers inconvenient and expensive delays?

7. Review your sales contract.
   (a) It should clearly and briefly state all of the terms of sale, in terms that are easily understood.
   (b) It should be equitable in its treatment of the customer.
8. Installation and operation manuals should be written so as to be easily understood, not by your engineers and technical men, but by all who will be installing and using the product.
9. Analyze your procedures for handling:
   (a) Complaints on quality and/or standard of performance.
   (b) Requests for service to and adjustments of installed equipment.
   (c) Orders for replacement parts —particularly the small insignificant requests. Frequently the small part will result in complete loss of the use of the machine during the waiting period.
   (d) Goods returned for service and repair.
   (e) Complaints on handling of correspondence, credit and collection procedure, shipping difficulties, and employee inefficiency or indifference.
10. Review your accounting practices with regards to invoicing customers.
    (a) Cross reference invoices to the customer's order and shipping memorandum.
    (b) Use adequate descriptions.

Improper handling of the services listed on the check sheet stem from not having (1) established clean-cut organizational procedure and (2) properly trained and encouraged the responsible personnel.

The sales minded organization will seek to remedy this aspect of the sales by (1) defining or redefining policy, (2) establishing the mechanics for carrying out the policy and (3) establishing a procedure for reviewing results to see that full benefits are being obtained.

POSITION WANTED—Out-of-stater, desiring to locate in Connecticut, offers twelve years of experience in work simplification, incentive systems, time study and labor relations. Presently responsible for determining work loads and reducing costs in large textile plant. A recent assignment effected annual savings of $200,000 by reconstituting jobs within one department. College graduate, married, 33 years old, good appearance and personality. *Address PW-1499*

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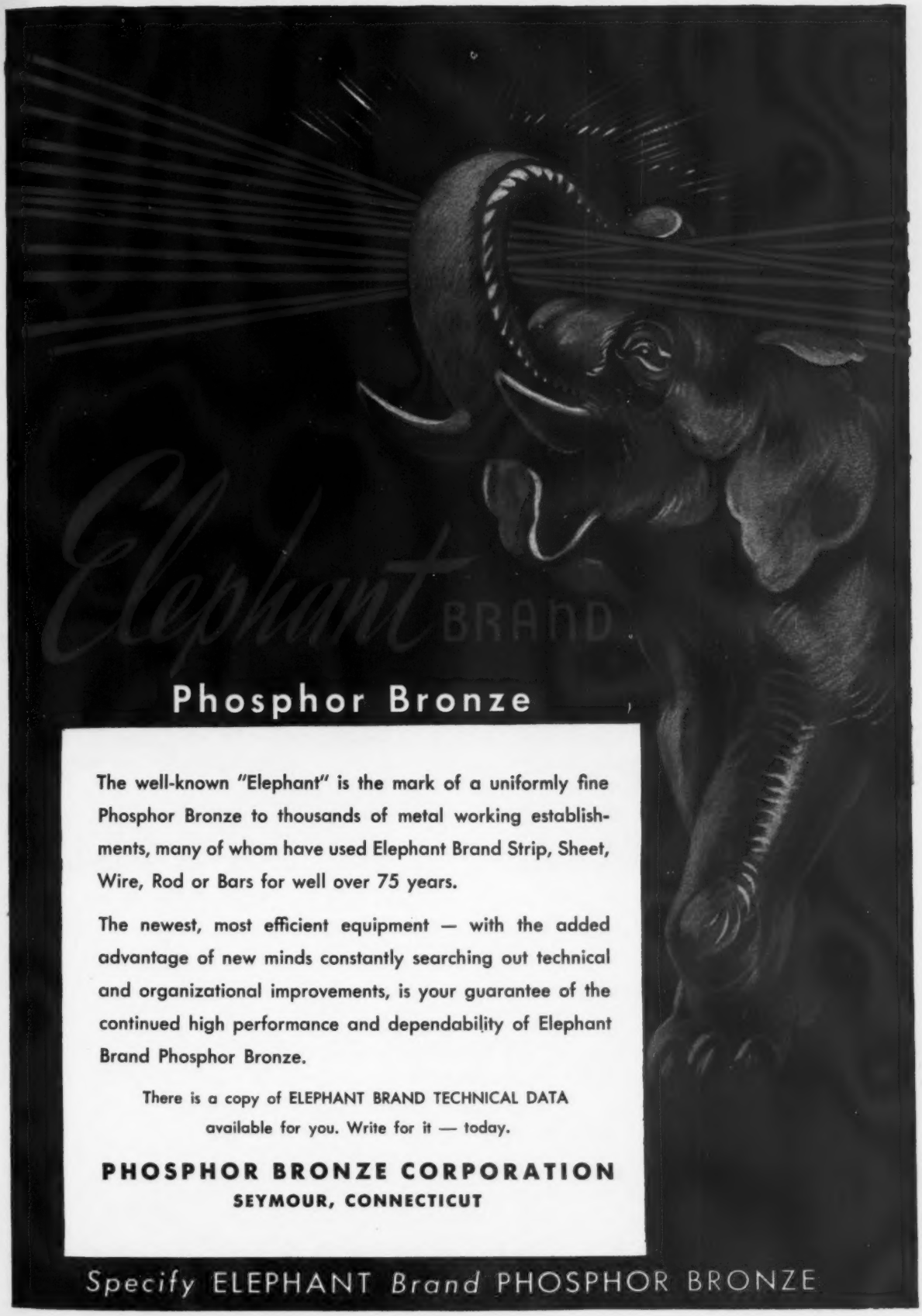
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The newest, most efficient equipment — with the added advantage of new minds constantly searching out technical and organizational improvements, is your guarantee of the continued high performance and dependability of Elephant Brand Phosphor Bronze.
There is a copy of ELEPHANT BRAND TECHNICAL DATA available for you. Write for it — today.
PHOSPHOR BRONZE CORPORATION
SEYMOUR, CONNECTICUT
Specify ELEPHANT Brand PHOSPHOR BRONZE

For Dependable BUNKER "C" DELIVERY

NEW RADIAL LOADING SYSTEM — BALCO IN GROTON

better see BALCO

BALCO IN HARTFORD

BALCO IN GROTON

Depend on Balco to meet your emergency requirements for Bunker "C" promptly — fulfill your scheduled deliveries faithfully.

The new loading system pictured above is helping Balco cut delivery time even closer to the irreducible minimum. Located at Balco's recently constructed, 12 acre terminal at Groton, this radial type system loads 12 trucks simultaneously and swiftly — another example of Balco's unremitting effort to gear both terminals, Hartford and Groton, to meet your every requirement promptly and efficiently.

Investigate Balco, Connecticut's oldest supplier of this time and dollar saving Bunker "C." Balco representatives will gladly discuss your requirements with you — show you how Balco can serve you by water, rail or land. Telephone Hartford 9-3341. Or write, Box 1078, Hartford, Connecticut — TODAY.

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HARTFORD, CONNECTICUT

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